A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 30, 1963

Business Bulletins *from around the world*

ALGERIA—Textile complex, to be called Kheliferi Said, going up at Draa Ben Khedda (formerly Mirabeau) under supervision of Bulgarian engineer. Egypt giving technical assistance, loan and some machinery originally purchased from Great Britain. Early 1964 operation expected. Complex ultimately to cover 7 hectares, employ 3,500, with spinning plant of 30,000 spindles, weaving plant of 864 looms with annual production capacity given as 23 million meters of cloth, and finishing plant capable of treating 40 million meters of cloth annually. Work also begun on 3 garment production centers which will use Kheliferi Said's cloth. Government striving towards Algerian self-sufficiency in cloth goods by end 1964.

AUSTRALIA—Trade Department is asked by local industry for temporary protection against imported aluminum and aluminum-alloy waste and scrap, tariff item 139 (A) (3). U.S. share of these imports has varied between 20 and 40% since 1961; value at peak annual rate about $250,000.

Oil discovery made near Roma in Southern Queensland, 100 miles from Australia's first commercial oil field at Moonie (being developed by Union Co. of California, Kern County Land Co., and Australian Oil & Gas Corporation). Minister for National Development says significance lies in fact that oil lies in sedentary basin, at present being investigated by several oil exploration companies. Daily flow rate is 850 barrels.

COLOMBIA—Productos Alkalinos S. A. of Medellin to manufacture first locally-made neon-light tubes and glass syringes, with French company providing know-how. New products (half-million dollars worth per year) to be manufactured at firm's plant in Bosa, Cundinamarca.

EL SALVADOR—Government in 3-year trade pact with Japan providing most-favored-nation treatment in commercial relations. In 1962, Japan exported over $8 million worth of goods to El Salvador and purchased over $25 million worth, of which 98% was raw cotton. This agreement is part of Japanese policy of finding new markets and developing two-way trade with more countries.

INDIA—Trade agreement with Pakistan (September 1) valid for 2 years and operative for additional year. Among items to be supplied by India are coal and stone boulders; by Pakistan, raw jute and raw cotton. Payments to be made in pound sterling.

INDONESIA—August 27 order revokes ban on exports of raw goatskins over .914 meters long or .56 square meters in area.

Government engages Arthur D. Little, Inc., to assess civil sector's defense production capacity. Firm to consider means of modernizing ordnance factories and other production-boosting measures.

IRAQ—September 11 notification reimposes import licensing restrictions on 132 items freed from licensing requirement in April.

JORDAN—Czechoslovakia granted permission to open trade center in Amman, reflecting Jordan's desire to increase phosphate exports. Polish trade center already operating in Amman.

Development Board plans construction of 17 hospitals with total of 2,450 beds. Contractors to be approached when plans completed, with credit terms important factor.

Government to consider industry request for exemption from customs duty for imported raw materials used to make goods for export. Special committee drafting legislation.

MALAYA—Two new stock issues, Hotel Merlin and Hume Industries, oversubscribed even before lists were open. Many Malayans have savings to invest in sound business ventures.

MOROCCO—Rabat Hilton Hotel Corporation reportedly receives Government guarantee of its capital, with further guarantee of 5% return on investment. Regime also approves use of contributions to National Investment Fund to purchase stock in corporation. Government guarantee removes major road-block, allowing construction work to go forward.

SAUDI ARABIA—Recommendations for location of new airport at Jidda forwarded to Supreme Planning Board for consideration in drawing up schedule of airport-construction priorities. Should project be included in development budget for fiscal year ending November 1964, foreign architectural and engineering firms to be invited to bid for design of entire airport complex.

SYRIA—Minor import-duty changes include cork-lined bottle caps (increased from 15% ad valorem to 25%), boxes and covers for storage batteries (reduced from 35 to 7%), transistor radios (reduced from 35 to 15%) and latex rubber for industry (reduced from 15 to 1%). Other latex rubber remains dutiable at 15%. Uniform rate of 60 piasters (about 15¢) per ½ kilogram with minimum 30% duty replaces various rates ranging from 15 to 30% on wire screening.

THAILAND—Kaiser Aluminum International and Thai Metal Works Co. Ltd. conclude agreements for expanding Thai Metal's Bangkok facilities. Kaiser to participate in financing expansion and supply technical assistance for production and marketing of flat aluminum sheet.

UNITED ARAB REPUBLIC—Cairo West Power plant, scheduled for completion in 1965, dedicated recently at foundation-laying ceremony. Financed with $30.6 million development loan and Cooley loan covering local currency costs, finished project will boost power-generating facilities available for Cairo.

VIET-NAM—Government approves of investment proposal of Compagnie des Hauts-Plateaux, making it eligible for benefits of 1963 Investment Law. Firm operates large rubber and coffee plantations and wishes to bring new land under cultivation.

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the cover

In a typical shirt-sleeve committee session of the White House Conference, members of Committee No. 9 work out practical approaches to meeting education and publicity requirements of the export expansion drive. Texts of the 11 committee reports are published in this issue, pages 3 to 25.

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Action program drafted

Eleven White House Conference units submit germinal ideas for export growth

The hard-headed business and community leader occupied the center of the stage at the September 17-18 White House Conference on Export Expansion. He—personified by some 300 representatives of major industries, agriculture, and labor—was there to do a job only he could do: give an inside report on steps needed to get more American companies into exporting and to increase the scale on which currently exporting companies are selling their goods abroad. The considered views of these leaders on the question in all its ramifications are embodied in the 11 committee reports which follow.

COMPARING NOTES: Three Cabinet officers—l. to r., Luther H. Hodges, Commerce; Orville E. Freeman, Agriculture; and Douglas Dillon, Treasury—talk things over during momentary lull at White House Conference on Export Expansion. They addressed 300 business, agriculture, and labor delegates on necessity for grass-roots support of all-out drive to improve U.S. balance-of-payments position.

Partnership

The President, 5 Cabinet officers, and key officials from the Bureau of International Commerce and other agencies were on hand to support by word and deed the growing partnership between the Federal Government and private business in the international trade field (see September 16th INTERNATIONAL COMMERCE). All agreed that no satisfactory solution of the U.S. balance-of-payments problem can be attained without a real break-through on the export front.

Aid

Equally strong was the delegates' conviction—expressed in a unanimous resolution—"that continuation of a well-executed aid program is indispensable under world conditions to U.S. foreign-policy goals and to our national security, and further, will contribute to American export expansion." Kenneth M. Spang, vice-president, First National City Bank of New York, introduced the resolution.

Nucleus

"You can provide a major part of the leadership so necessary to (the export) program," the Honorable Oren Harris, chairman of the House Committee on Interstate and Foreign Commerce, told the delegates in his closing-day luncheon address. "You are the nucleus of business throughout the country that could produce a force under the guidance and encouragement of Secretary Hodges, a man of experience, courage and determination. You will have the support of the President. You will have the support of the Congress. Together, we shall not fail!"

Old problem, new twist

"The question of trade barriers, tariffs, quotas, etc., are not new issues with us," Congressman Harris said. "It is as old as our country itself. . . .

"I believe very strongly in our free-enterprise, competitive system. It has served our people well and provided a living standard far greater than any other attempted in the history of mankind. Under this system, our businessmen have been successful in reaching out from their own local markets in this country to markets in other regions of our country. Individual regions have benefited tremendously from the growth of these local firms as they develop a national market.

"Would it not be reasonable to assume that by utilizing this record of experience we could pursue another step and reach out more aggressively to markets in other countries?"

Trade or fade

Typifying the trade-or-fade spirit of the entire Conference was Secretary of Commerce Luther H. Hodges' reply, at a close-of-proceedings press conference, to a reporter's question:

"QUESTION: Mr. Secretary, in the chicken war with the Common Market the officials of the Common Market have predicted that Western Europe is going to be agriculturally self-sufficient by the 1970's, Mr. Bonsall and the others. In view of this, what is our hope of recovering any important part of our lost chicken-market over there?

"SECRETARY HODGES: Well, we certainly have now until the 1970's. We still have a lot of business between now and 1970, quite a few tens of millions of dollars, and I think by 1970 we will have a new kind of chicken to sell them."

A thumbnail outline of committee-report highlights was given by the Secretary in answer to another question:

"QUESTION: As an outgrowth of this

'Little' Conference dates

Follow-up meetings—"Little White House Conferences" on export expansion—are taking place all over the country, with 20 already held and 16 coming up as this issue of *International Commerce* goes to press.

Organized by Regional Export Expansion Council Chairmen upon their return from the Washington conference, "Little White House Conferences," are scheduled for:

Cheyenne, Wyo., Oct. 11; Chicago, Ill., Oct. 27; Greensboro, N.C., Oct. 24; Jacksonville, Fla., Oct. 3; Kansas City, Kans., Oct. 3; Minneapolis, Minn., Oct. 3; New York, N.Y., Oct. 8; and Richmond, Va., Oct. 17.

Eight more "little" conferences will be announced shortly.

The date of the Chicago conference was erroneously listed as "Oct. 27" in last week's *International Commerce*. The correct date was Sept. 27th.

Conference, what has the business community asked our Government to do to help in expanding our exports?

"SECRETARY HODGES: Well, it's asked them to consider tax incentives. It's asked them to take a real look at what kind of commercial attaches, trade missions you're going to have throughout the world, to whom will they report, how are they trained, what kind of people are they.

"MR. (FRANKLIN D.) ROOSEVELT, Jr.: Also, Governor, the gathering and the dissemination of information with regard to new trade opportunities.

"In other words, they have recommended that we step up this gathering and then dissemination of information on trade opportunities.

"MR. SONNABEND: Our Committee, which was concerned with trade promotion, was very impressed with the results that had been achieved with the (Commerce) Department's information services, with trade fairs overseas, with the trade centers, and with the missions overseas, and we urge an expansion of those activities."

For additional free copies of committee-report texts (printed in this issue of INTERNATIONAL COMMERCE), write to the Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

TAX POLICIES

Administration of existing tax laws needs to be reexamined; incentive for exports necessary

How are exports affected by U.S. taxes? What, if any, tax incentive measures would have a significant trade expansion potential? What kinds of tax incentives would be consistent with GATT? What are other countries' export tax incentives and are they consistent with GATT?

The recommendations of the Working Committee on Tax Policy and Export Expansion are based on several premises:

First, the balance of payments problem and the unemployment problem are sufficiently serious to warrant immediate action.

Second, although the Administration should be urged to continue its efforts to minimize the adverse balance of payments effects of the AID and Defense programs, the long run solution to the balance of payments problem must depend in large part on expansion of commercial exports of goods and services.

Third, the United States is at an increasingly disadvantageous position in the international trade of manufactured goods because the other industrialized countries of the world have been modernizing their plant and equipment at a more rapid pace. Furthermore, although in many instances wage rates in major competing countries are increasing percentagewise more rapidly than in the United States, nonetheless, the absolute dollar and cents difference between U.S. and foreign wages is still substantial.

Fourth, the risks involved in many foreign markets are greater for the U.S. firm than in domestic markets. New exporters view this as a particularly important problem.

Fifth, the U.S. businessman apparently operates at a distinct disadvantage in international trade since the export price of many foreign exporters seems to include a lower net burden of taxes than does the U.S. export price. Foreign industrialized countries rely heavily on indirect taxes which in certain countries are rebated to the exporter. The United States by contrast relies primarily on direct taxes, no portion of which is presently rebated to exporters.

Our recommendations are as follows:

THAT the Administration of existing tax laws be reexamined to determine whether changes in administrative rulings might encourage exports and greater foreign exchange earnings on investments without violating the intent of the law. Such changes in administrative rulings might include, for example, a more favorable interpretation of the costs of export sales, possibly including marginal costing of these export sales and interest charges on capital advanced to foreign subsidiaries.

THAT the U.S. Government consider establishing a more favorable tax position for individuals who earn their incomes outside of the United States in developing U.S. export trade.

WILLIAM E. KNOX
Chairman, Committee 1

Vice Chairman—Thomas M. Evans; Liaison officer—Richard H. Holton, Assistant Secretary of Commerce for Economic Affairs.

THAT whereas the export performance of U.S. firms depends ultimately on our basic competitive strength, income taxes should be reduced, wage and price stability should be maintained, and high priority should be given any and all public and private programs designed to permit more efficient production and a faster rate of technological advance in American industry. The proposed liberalization of the investment tax credit in the tax bill now before the House of Representatives should be recognized as a key element of the bill because it encourages U.S. firms to modernize their plant and equipment more rapidly.

THAT the concept of the Export Trade Corporation as embodied in the 1962 Revenue Act be expanded in the light of the country's long-term needs. Regardless of the immediate balance of payments problem, U.S. firms could effectively use a liberalized Export Trade Corporation as a means of consolidating their foreign operations. The Export Trade Corporation legislation should be designed to permit:

a) a lower tax rate on Export Trade Corporation earnings as in the case of the Western Hemisphere Trading Corporation;
b) deferral of U.S. taxes on income earned outside the United States;
c) averaging as at present of the foreign taxes on operations of the Export Trade Corporation and its subsidiaries in different countries for crediting against the U.S. income tax on income earned abroad, thus encouraging the repatriation of profits.

THAT, notwithstanding the liberalization of the Export Trade Corporation, an export incentive be instituted to encourage established exporters to increase their sales abroad and to encourage potential exporters to take the risks involved in entering export markets. This export incentive should be recognized as necessary to overcome our immediate balance of payments deficit.

Export tax incentive

The export tax incentive should have the following features:

a) It should be based on increases in export sales over a defined base period.
b) The tax incentive should take the form of a credit against the U.S. income taxes of the exporter.
c) The tax credit should be computed as a percentage of the increased export sales over the base period, this percentage being large enough to provide a real incentive. For manufacturers a credit of 10 to 15% of increased export sales would be appropriate; for trading firms and others the percentage might be less. The calculation of increase in export sales for each firm should be on a consolidated basis.
d) The total tax credit should not exceed a fixed percentage, perhaps 10%, of the company's U.S. income tax liability in order to protect the U.S. Treasury against substantial revenue loss.
e) We suggest that the export tax incentive be limited to a 5-year period with the understanding that if the other major countries help solve our balance of payments problem by extending further their contribution to our AID and especially our Defense needs abroad, the tax incentive would be withdrawn in less than 5 years.

THAT the U.S. Government press the OECD to conduct as quickly as possible the recommended study of the international trade effects of variations between the member countries' tax systems.

THAT the United States make clear to the members of GATT that the export tax incentive is only a short run device and that it is implemented in lieu of restrictionist measures which might be less palatable to other countries than the tax incentive. Furthermore we would not institute the export tax incentive if our balance of payments problem were to be solved.

Great contributions by other major countries in areas now supported by our AID and especially our Defense expenditures in our mutual interest would assist greatly in reaching this goal. We should make clear that we consider this export tax incentive necessary to give to U.S. exporters the apparent advantages which foreign countries have been permitted to give their exporters because of the greater importance of indirect taxes in the fiscal systems of foreign countries. If the export tax incentive is discussed with the foreign countries in these terms, the danger of retaliation should be minimized.

Committee members

H. G. Bixby, Ex-Cell-O Corp.

Hans H. Bohlmann, Seamless Rubber Co.

J. B. Bonny, Morrison Knudsen Co., Inc.

Jack L. Camp, International Harvester Export.

Harry H. Coll, Chris-Craft Corp.

Erle M. Constable, Lockheed Aircraft International, Inc.

Steward S. Cort, Bethlehem Steel Co.

Robert H. Davies, ELTRA Corp.

A. Wayne Elwood, FMC Corp.

Thomas M. Evans, H. K. Porter Co., Inc.

Dr. Edward Ginzton, Varian Associates.

Will C. Grant, Grant Advertising Inc.

Patrick E. Haggerty, Texas Instruments, Inc.

Harry X. Kelly, Delta Steamship Lines, Inc.

Nathaniel J. Klein, Key Pharmaceuticals.

William E. Knox, Westinghouse Electric International Corp.

Carlos J. Lastra, Department of Commerce-Puerto Rico.

Nelson J. Leidner, Rosenau Brothers, Inc.

Hohn H. Maffeo, Eutectic Machine & Foundry Co.

Hobart L. Manley, Reynolds & Manley Lumber Co.

David A. Meeker, Hobart Manufacturing Co.

David S. Meiklejohn, American Machine & Foundry Co.

Clyde N. Randall, University of Utah.

Dr. Ronald E. Reitmier, Catalysts & Chemicals, Inc.

Joseph G. Roldan, Roldan Products Corp.

Fred Salditt, Harnischfeger Corp.

G. J. Ticoulat, Crown Zellerbach Corp. International

Arthur K. Walton, Sears, Roebuck & Co.

Robert S. Weil, Weil Brothers-Cotton, Inc.

More exports create more jobs; high productivity vital; fair labor standards urged

Do exports create new employment opportunities? How can labor contribute to an export drive? What effect has the United States wage structure on export expansion?

The United States labor movement long has recognized its important interest in this country's foreign trade. It recently supported the concept of expanded world trade embodied in the reciprocal trade program and the Trade Expansion Act of 1962. Labor has participated in U.S. trade missions all over the world to foster better understanding of our nation and, more specifically, to search out export opportunities. Through the International Labor Organization unions and management have cooperated in sponsoring training programs in underdeveloped countries which, in turn, have helped develop markets for U.S. machinery and other equipment. It is important that the labor movement, management and Government of the United States strengthen and accelerate their cooperative efforts in such educational endeavors.

It is especially appropriate at this time, in connection with its current effort to promote full employment and improved economic growth in this country, for the U.S. labor movement to intensify its interest in expanding exports. Union newspapers, magazines and educational programs can be used more effectively in this effort than they have been in the past, in order to make workers more aware of the economic reason for increasing exports. Unions also, in appropriate cases, can help to stimulate the employers with whom they deal to greater interest in export markets. In addition, unions can perform a valuable function by participating, together with management and civic leaders, in community programs seeking to alert the public to the benefits of the export expansion program.

GEORGE MEANY

Chairman, Committee 2

Vice Chairman—Richard D. Cudahy; Liaison officer—Vincent Macaluso, Executive Secretary, The President's Advisory Committee on Labor-Management Policy.

Exports create jobs

There are many American jobs at stake in international trade. Today, over 3 million workers are required, directly or indirectly, to produce and to handle U.S. exports. This amounts to almost 6% of all jobs in the private economy. Moreover, with the present mix of agricultural and industrial exports, an additional 150,000 jobs will be created for each billion-dollar increase in exports. Imports, too, produce some American jobs. In 1960, about 941,000 workers were supported by such activities.

In addition to producing jobs for some Americans, an increase in exports may be expected to have a beneficial impact upon the standard of living of all Americans; in this country a high level of exports can and does go hand in hand with high wages and high productivity. Indeed, the United States now has the greatest national volume of exports in the world. Its exports continue to grow even in the face of intensified competition in Europe and other industrialized areas.

This growth is in part due to the fact that in recent years, in those countries which compete with us most intensely for exports, the labor movements have grown stronger, techniques of collective bargaining have improved, and wage increases have come at a higher rate than wage increases in our country. Thus, the "wage gap" between this country and its competitors has been narrowing, tending to moderate the disparity in costs and to create a stronger and broader market for U.S. goods as the standard of living of foreign workers rises. Further, the strength of U.S. exports is growing because of the emphasis in this country upon high productivity.

High output is vital

Such high productivity is the critical factor in reconciling relatively high wages with large volume of exports in this country. Thus, the rate of output per man hour is a fundamental determinant of the labor cost of any product. This rate is a function of the efficiency of the worker, the application of capital equipment and technology to the job in question, and the effectiveness of the management of the operation. Hence, high wage rates for an establishment or an industry do not necessarily imply high unit labor costs. In fact, new technology and improved methods of production have historically in this country increased output per man hour faster than rising wages in the main and have tended to reduce total cost per unit of output.

There are, however, problems as well as benefits to be anticipated from an export drive which emphasizes high productivity. Many workers will gain, but some employees will be adversely affected by rapidly increasing productivity, particularly in view of our persistently high level of unemployment. A national full employment policy is essential to provide the basis for adequate adjustments to rapid technological change. In addition, the Government should pursue more effective programs designed to accommodate the labor force to our rapidly increasing pace of technological change by such measures as retraining and relocation of workers. Moreover, one of the tasks of collective bargaining is to find solutions, to the extent of its ability, to the problems created by technological change. An acceptable meeting ground must be found in each situation to reconcile the goal of increased productivity and efficiency with the human problems involved in adjusting to change.

Foreign trade is not a one-way street.

Committee members

Nicholas Bez, Peter Pan Seafoods, Inc.

W. Anthony Boyle, United Mine Workers of America.

Irving Bluestone, UAW-International Union, United Automobile, Aerospace and Agricultural Implement Workers of America.

Richard D. Cudahy, Patrick Cudahy, Inc.

Rudolph Faupl, International Association of Machinists.

Nathaniel Goldfinger, AFL-CIO.

Paul M. Green, University of Illinois.

George M. Harrison, Brotherhood of Railway and Steamship Clerks, Freight Handlers, Express and Station Employees.

James R. Houghton, Corning Glass Works.

Joseph D. Keenan, International Brotherhood of Electrical Workers.

David J. McDonald, United Steelworkers of America.

George Meany, American Federation of Labor and Congress of Industrial Organizations.

William E. Roberts, AMPEX Corp.

Sidney H. Scheuer, Scheuer & Co. (Intertex International, Inc.)

Adolph P. Schuman, World Trade Center Authority.

Louis H. Schuster, Tennessee Agricultural and Industrial State University.

Milton E. Slater, Thor Power Tool Co.

J. Belton Warren, Glass Bottle Blowers Association of the United States and Canada.

Harry B. Warner, B. F. Goodrich Chemical Co.

A. L. Wilkie, Do All Co.

Harding G. Young, Atlanta University.

An increase in U.S. exports will require a willingness to accept increased imports. As noted above, imports generate jobs; on the other hand, of course, imports affect some workers adversely. Congress has recently enacted a program of assistance to such workers as part of the Trade Expansion Act of 1962. This program should be made more effective.

Fair labor standards urged

The establishment of international fair labor standards is an essential element in increasing the capability of the United States to expand its export markets. By eliminating unfair labor standards as a basis for international trade competition, living standards in countries affected will be improved, purchasing power increased, and export markets thereby opened. The U.S. Government should continue to urge, as it has in the past, adoption of an international fair labor standards provision in the GATT treaty.

This Committee concludes that labor —and indeed all America—stands to benefit by more jobs and a more viable and expanding economy through increased exports. But in order that these gains should be most fully realized, the combined effort of management, labor, and Government is needed to provide satisfactory solutions to the problems of labor adjustment and assistance which will inevitably accompany this advance.

It was agreed by the Committee that export expansion cannot be considered in a vacuum isolated from all other aspects of the broader category of international trade. In the course of this Committee's discussion, the following additional points of view generally relating to the problems of export expansion were taken:

Five points stressed

1. It was unanimously agreed that the Government be urged to make every effort to bring about equalization of ocean freight rates on identical or similar items shipped between the United States and other countries, inbound and outbound, and between third countries.

2. Trade between Free World nations and those of the Communist bloc was discussed. It is recognized that certain nonstrategic goods are presently approved by the U.S. Government for export to Communist bloc nations.

While the Committee unanimously rejected any change in U.S. policy which would weaken the U.S. defense posture, some Committee members believe that the matter of reasonably open trade with such nations should be considered now once again. At the very least, a review should be made of the approved list of products eligible for trade. In addition, our policy should be made more consistent for export applications for products which are incorporated in such approved list. It was also noted that the Free World does not have a uniform policy with respect to trade with Communist countries and improvement in this area is essential.

3. The Committee felt strongly that obstacles to export expansion did not lie simply with the tariffs of nations with which increased trade was sought. There are many other "hidden barriers" which tend to exclude American goods from other nations. It was agreed that the United States should seek to eliminate these barriers during its trade negotiations.

4. The Committee agreed that the Government should seek elimination, by other countries, of their open and hidden tax subsidies for exports. Some members of the Committee were highly skeptical of the U.S. Government adopting tax incentives for export expansion.

5. Education for export expansion should not be limited to any particular echelon of leadership of business or labor. Interest in and enlightenment upon this subject must be stimulated at all levels of leadership as well as among the rank and file. The Government is urged to make even greater efforts than it has in the past to disseminate pertinent and useful information to small businesses regarding the opportunities of developing export trade in their products.

Corn sale to India brings loans to U.S. businesses

The U.S. Department of Agriculture has announced amendment of a Title I, Public Law 480 agreement with India under the Food for Peace program to provide for sale of $7.7 million worth, or about 4.3 million bushels, of U.S. corn. The value includes certain ocean transportation costs.

Payment will be in Indian currency (rupees) and sales will be by private U.S. traders.

The amended program provides that 5% of rupees obtained from sales will be set aside for loans to U.S. and Indian private enterprise, 85% will be used for economic development loans, and the remaining 10% for U.S. uses.

The loans will be made by the Agency for International Development (AID), Washington, D.C. 20523. Further information concerning these loans may be obtained from AID.

Specific target for '64 urged: To bring 10,000 firms into active export participation

How can our present Trade Promotion activity be strengthened? For example:

A. What improvements are needed in (a) U.S. participation in International Trade Fairs, (b) staging of shows in our Trade Centers, (c) recruitment, briefing, and direction of Trade Missions, (d) support of mobile exhibits, (e) other—suggest new techniques?

B. How can we make more effective such promotional tools as (a) World Trade Directory Reports, (b) Trade Lists, (c) Trade Contact Surveys, (d) Overseas Business Reports, and (e) special industry, commodity, and market studies?

ROGER P. SONNABEND
Chairman, Committee 3

Vice Chairman—James J. Nance; Liaison officer—Eugene M. Braderman, Deputy Assistant Secretary of Commerce for International Commerce and Director, Bureau of International Commerce.

A program to promote U.S. exports is vital. It serve national objectives. It increases employment, produces more profit for business, and aids in solving our balance of payments problem. Today our exports account for only 4% of our gross national product, the lowest percentage of any industrialized country. Exports can and must be expanded.

Trade promotion is a job for business. Government can provide leadership, point out export opportunities, provide assistance, and aid in sales promotion. But business must do the selling.

Profits are the most important motives for export expansion. Trade promotion should be based on the profit motive.

While the following recommendations are part of the assignment of other committees of this Conference and are therefore not reported in detail here, this Committee feels that it must recognize their importance to trade promotion. Therefore:

Tax incentives should be provided to exporters;

Improved financing, particularly medium and long-term, should be made available;

Improved foreign credit insurance coverage should be made available;

Anti-trust regulations should be clarified and made more flexible.

Overseas sales promotion

Commercial Trade Fairs: A completely new export expansion program was undertaken by the Bureau of International Commerce with its exhibition at the Utrecht International Fair in March 1963. This was the beginning of a joint Government-industry overseas exhibits program designed solely to sell goods. Participation in six fairs thus far has brought excellent results in producing export sales and new agency relationships.

RECOMMENDATION: This program should be continued and expanded wherever justified by market potentials.

U.S. Trade Centers: The Committee notes that the Bureau of International Commerce has now established four Trade Centers overseas and will open a fifth in a few months. It agrees that this technique for helping U.S. business expand abroad has already demonstrated its effectiveness.

RECOMMENDATION: The number of Centers should be increased to eight as soon as possible and additional centers be established later as justified.

Mobile Trade Fairs: The Committee notes that Congress has now authorized a Mobile Trade Fair Program. The program should be undertaken and financed largely by private business and should use every appropriate means of transportation.

RECOMMENDATION: When funds are appropriated to the Department of Commerce for assistance supplementary to that provided by private groups, this program should be pushed with vigor.

Trade Missions: The Committee notes that there are many private and joint Government-industry trade missions which now go overseas with the express objective of trade promotion.

RECOMMENDATION: The Government should continue to sponsor official trade missions but place greater emphasis on encouraging and helping private groups organize and arrange missions representing particular segments of business, industry, and agriculture.

Foreign Buyers: The Committee recognizes that organized groups of foreign agricultural buyers visit the United States.

RECOMMENDATION: That a program be developed to encourage foreign buyers of other products to come to the United States. It is considered unnecessary that these groups be financed by Government, but funds should be expended overseas to stimulate interest and to provide advice, guidance, and travel information. Cooperating U.S. industry groups or the visiting groups from overseas should bear other costs.

Information and promotion

Information: The Committee commends the Government on the excellence of its international business information services, particularly *International Commerce*.

RECOMMENDATION: Since one of the most important methods of reaching potential exporters is by the continued placement of articles, success stories, and features in special and general media, the Committee recommends that the ability of the Department of Commerce at national and regional levels to write professionally and place such material be increased. The method and staffing required

to accomplish this necessary increase should be determined by the Department.

Advertising: The Advertising Council should be asked to create and execute a campaign specifically on export expansion emphasizing profit potentials and success stories.

Special Marketing Research Project: Following a specific trade fair, an analysis should be conducted by the Department to determine:

Why certain firms invited failed to participate;

How specific decisions by firms not to participate could have been altered; and,

What steps can be taken to obtain participation of particular firms in subsequent trade fairs.

If this analysis proves productive of greater participation, it should be continued.

Aid Procurement: Regulations covering aid procurement should be simplified.

Staff for REECs: An additional staff member should be added to the several Department of Commerce Field Offices where appropriate for the specific purpose of handling REEC activities and that the necessary funds be appropriated for this.

Embassy Staffs: The Committee commends the fine efforts already undertaken to obtain on the part of our Ambassadors and other attachés abroad a fuller understanding of the importance and need to assist in increasing American exports.

RECOMMENDATION: These efforts should continue and, wherever necessary, commercial staffs should be enlarged at U.S. Embassies abroad to increase the promotion of export trade from the United States. Funds should be provided for more frequent conferences of appropriate Embassy personnel directed toward increasing their understanding and skill and encouraging their efforts in promoting export trade.

"E for Export" Programs: The "E for Export" program is endorsed and the Committee recommends that the program criteria be maintained as presently established.

Trade with the Soviet bloc: In view of the changing world situation, the Committee recommends that the United States reexamine the extent to which there might be an expansion of trade with the Soviet bloc.

Military Exports: The Committee endorses the suggestion that new opportunities for export expansion lie in direct sales by U.S. manufacturers of military type equipment to meet the needs of friendly foreign governments. Existing time-consuming and unnecessarily complicated clearance procedures must be clarified and simplified if these opportunities are not to be lost. The Committee urges Government action toward procedural improvement.

Agricultural trade promotion

Since historically U.S. agricultural products have contributed substantially to a favorable balance of trade for the United States, and, since the growing world economy offers a good potential for expanding exports, the Committee approves the program of market promotion for agricultural products which is being carried out cooperatively by the U.S. Department of Agriculture and some 40 U.S. agricultural producer and trade associations. It feels that this cooperative approach is good and notes with approval that the participating U.S. and foreign associations are putting several million dollars into the program in addition to that spent by individual firms.

The Committee also approves the educational and public relations program being carried out in the European Economic Community aimed at developing a climate of opinion which will support a reversal of the present trend toward increasing barriers to the importation of U.S. agricultural products.

Freight rates and export expansion

The Committee recognizes that U.S. carriers have performed outstanding service for American businessmen selling their products abroad, and would like to applaud their efforts. However, there appear to be several aspects of shipping that should receive serious consideration because of the impact they may have on export expansion.

RECOMMENDATION: Firms should determine whether ocean freight rates are discriminatory or adversely affect their ability to export. This determination must be specific as to commodity and trade routes.

Where freight rates are discriminatory or adversely affect exports, firms should request rate adjustments from the carrier and the appropriate International Shipping Conferences.

If, after consultation, the rates are still deemed unreasonable or discriminatory, the firms should appeal to the Federal Maritime Commission.

The Federal Maritime Commission should inquire into the rate-setting procedures followed by International Ship-

Committee members

Charles F. Adams, Raytheon Co.

E. T. Barwick, E. T. Barwick Mills, Inc.

C. J. Cay, Jr., Palmer & Cay, Inc.

Robert R. Dockson, University of Southern California.

James B. Edens, Southwest Forest Industries, Inc.

Shelton Fisher, McGraw-Hill Publishing Co.

Walter H. Johnson, Jr., Interpublic, Inc.

George Killion, American President Lines Ltd.

John W. Kinsey, Micromatic Hone Corp.

William R. Malloy, Lynchburg Rendering Company, Inc.

Walton C. Marsh, Marsh Stencil Machine Co.

W. J. McNeill, Grace Lines, Inc.

F. H. V. Mecklenburg, H. E. Botzow, Inc.

William A. Muriale, Bank of America, N.T. & S.A.

James J. Nance, Central National Bank of Cleveland.

Robert M. Norris, National Foreign Trade Council, Inc.

Joseph O. Parker, Institute of American Poultry Industries.

Richard T. Purdy, American Motors Corp.

Stuart T. Saunders, Norfolk & Western Railway Co.

Henry G. Sheehy, Foreign Credit Insurance Association.

Roger P. Sonnabend, Hotel Corporation of America.

John F. Spaulding, Skil Corp.

Harry C. Thompson, Newsweek International.

William R. Wells, Jr., First National Bank of Oregon.

William Wendel, Carborundum Co.

Arie Vernes, Philips Electronic & Pharmaceutical Corp.

ping Conferences serving the United States.

Management and labor in the transportation industry should adopt all practicable methods of freight and cargo handling which can lead to cost reductions and therefore lower freight rates, thus increasing competitiveness of American products overseas.

The services of U.S. flag ships in assisting small business to discover and develop markets abroad should be more widely publicized.

"Target 10,000"

It is the enthusiastic conclusion of the Committee that steps be taken to provide a new program for export expansion with a predetermined target and an action plan to achieve this goal. Accordingly, a major project is recommended for the year 1964, which can be entitled: "Target 10,000."

The program is to have as its objective the participation in export trade of 10,000 U.S. firms that are not now exporting. The resources of the Department of Commerce, the National Export Expansion Council, and the Regional Export Expansion Councils should be applied toward attainment of the goal in 1964.

The project incorporates two major parts:

Organization of the target list of 10,000 non-exporters, and

A campaign of direct promotion and personal contact to bring these companies into export activity on a permanent and growing basis.

The Department of Commerce should assume leadership in developing the target list, soliciting names from its Field Offices, the Regional Export Expansion Councils, local Chambers of Commerce, state and local governments, trade associations, banks, and other business contacts. Target companies thus identified will be assigned by the Department to appropriate Regional Export Expansion Councils for action. Accountability by the respective Councils for the personal contact and persuasion necessary to involve target firms in export trade is essential to the success of the project.

Individual Council members will be assigned a number of target firms by their Council chairman and will be responsible for appropriate personal contact and follow-through, keeping the chairman informed of progress made. The Department should provide the technical direction and sales aids necessary to insure effective work with target concerns. Council chairmen will submit periodic status reports to the Department and the National Council.

A concerted and continued public information program mounted by the Department should be aimed at target companies, using case histories, profit-in-export illustrations and success stories to support personal efforts at local level.

The Committee feels strongly that a direct effort of this type, toward specific targets with measurable goals, would make the greatest contribution in 1964 to the export expansion program.

FOREIGN PRIVATE INVESTMENT

Group says foreign investments stimulate exports, keep foreign markets open to U.S. products

In what specific ways does foreign investment policy affect trade expansion? What changes in investment policy by the U.S. Government, U.S. firms and foreign governments might help to increase exports? How far can U.S. firms go, in their own interest, toward minimizing their capital commitment in foreign ventures while generating a maximum of foreign exchange earnings? Can U.S. firms make greater use of foreign capital markets?

The Committee recognizes the vital importance of intensive efforts by Business and Government to solve the current critical balance of payments problem of the U.S. It fully endorses the general approach stressed by President Kennedy in seeking to resolve the crisis through expansion of international trade rather than through restrictive measures; and welcomes the President's invitation to the business community to advise the Government on ways in which Government policies and services can be improved to provide greater assistance to business in this effort.

PERCY L. DOUGLAS
Chairman, Committee 4

Vice Chairman—Emilio J. Collado; Liaison officer—Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business.

In this context, the Committee considered the extent to which exports were stimulated or reduced by overseas investment and what specific ways overseas operations could be further developed to increase U.S. exports.

Investment a stimulus

The Committee's general conclusion is that most investment itself is a stimulus to exports and is otherwise beneficial to the balance of payments. Contributions to export expansion come from equipment, materials, component sales to affiliates and in exports of finished products made possible through greater penetration of overseas markets. In addition, the shift from sales through an overseas agent to sales through an overseas affiliate increases the interest of the parent company in the foreign market involved and leads to a more effective sales effort for the whole product line, with consequent continuing benefit to exports.

Further, with regard to export/investment relationships, the Committee agrees that the motivation to invest overseas is almost always connected with current or anticipated denial of markets to exports

Committee members

John C. Bierwirth, National Distillers & Chemical Corp.

Stephen F. Briggs, II, Outboard Marine Corp. Int.

W. W. Adams, Gulf Oil Corp.

Russell J. Cameron, Cameron & Jones

B. F. Coggan, Douglas Aircraft Corp.

Emilio Collado, Standard Oil Company of New Jersey

James P. Delafield, General Foods Corp.

Percy L. Douglas, Otis Elevator Co.

Carl G. Drescher, Sinclair International Oil Co.

F. R. Ellenberger, Worthington Corp.

Malcolm P. Ferguson, Bendix Corp.

Luke E. Fichthorn, American Home Products Corp.

Don C. Hallam, McCormick & Co.

Richard W. KixMiller, Celanese Corp. of America

Milton Levinson, Miles Metals Corp.

Tom Lilley, Ford Motor Co.

Charles P. McCormick, McCormick & Co., Inc.

John Moorhead, Northwestern National Bank of Minneapolis

Dr. James A. Morris, Univ. of South Carolina

Sherrill A. Parsons, Booz, Allen & Hamilton

Robert B. Pamphlin, Georgia Pacific

William W. Phelps Jr., Mellon National Bank

William E. Roberts, AMPEX Corp.

Donald H. Robinson, Procter & Gamble

Jerry Spitzer, Ritepoint Pen & Pencil Co.

H. Myrl Stearns, Varian Associates

A. L. Vandergriff, Continental Gin Co.

Thomas H. West, Draper Corp.

either through increasing competition or through foreign government actions. Efforts to meet competition may be reflected in moves to get into a market before others do, providing to the customer a product which effectively meets his needs and thus spreads the benefits of the free enterprise system.

Returns exceed investment

These direct contributions to exports are in addition to the returns to the balance of payments from earnings of overseas investment. These returns often exceed the original investment in a relatively short period of time.

Beyond this, overseas investment—especially in developing countries—makes a major contribution to broader national objectives by providing financial, entrepreneurial, managerial and technical resources which accelerate economic growth and the development of modern free enterprise.

In summary, the Committee feels that export policy and investment policy are inextricable, and that a negative approach on the latter would have negative effects on the former. It stressed that business should have the maximum freedom to act on investment and export decisions in order to maintain and develop markets and meet competition. The Committee, therefore, strongly endorses the announced policy of the Government to maintain full freedom of capital movements and investment decisions.

The Committee recognizes that there are continuing differences of view within business groups, Government agencies, Congress, university groups and labor, as to the net effects of overseas investments, particularly on the balance of payments.

Recommendations

The Committee therefore recommends that, in order to help resolve these differences, industry and Government strongly support the studies currently being undertaken by the National Industrial Conference Board and the Department of Commerce on the motivations and results of foreign investment. These studies should be made as complete as possible so as to provide a sound and agreed basis for formation of public and business policy.

Substantial cooperation exists

The discussion on this topic indicates that there is already substantial cooperation between the Department of Commerce and NICB in structuring these studies and in gathering data. The Committee agrees that investigation of the qualitative aspects of foreign operations through direct interviews can best be undertaken by the NICB alone.

Although there was no attempt to cover details of these studies, the Committee suggests that there be a short-form questionnaire which could help new entrants into foreign investment to develop data in a form which will be appropriate for both accounting and reporting purposes. It also urges that a special effort be made to include problems of small businesses, including merchandising, in investing overseas. It is further suggested that attention be paid to the contribution which investment makes to increasing purchasing power in host countries and thus to enhancing the potential for future U.S. exports. Finally, it is suggested that the studies should cover current uses of foreign sources of financing by U.S. firms.

The Committee recognizes that most decisions as to the timing, location, and nature of foreign investments and operating decisions after investment had been made, were necessarily governed primarily by economic considerations as they affect the firm. It further recognizes that in operating abroad great weight has to be given to the national interests of the host countries. Nevertheless, the Committee agrees that opportunities do exist in which alternative decisions could be made which would contribute to solutions of our own balance of payments problem and export expansion. Such matters include the timing of investment; the source of capital; the sources of supply of machinery, equipment, materials and components; origin of exported goods in third-country sales; and operating policies such as uses of American or foreign carriers for personnel travel and freight shipments.

Continuing awareness needed

The Committee therefore recommends that all U.S. firms in their investment plans and overseas operations should maintain a continuing awareness of the opportunities which exist for decisions which will favorably affect U.S. exports and the balance of payments and should take full advantage of such opportunities

in their long-term planning and day-to-day operating decisions.

The Committee further recommends that the Chief executive officer of each U.S. firm make it his personal responsibility to engender such awareness among the entire U.S. and overseas personnel of his firm.

The Committe feels that extra scrutiny of these opportunities might not only benefit the balance of payments but also might often reduce costs and increase profits for the firm itself by identifying additional relevant factors affecting such decisions.

On the particular question of use of foreign sources of financing, the Committe points out that overseas financing facilities have developed rapidly in the last few years and urges that U.S. firms take full advantage of these improved facilities.

The Committee strongly endorses the comments of President Kennedy on the important role which assistance to American business should play in the work of U.S. Embassies and the instructions Secretary Rusk has given to U.S. Ambassadors to give personal priority to the problems of American business overseas. The Committee commends the improvements which have been made in U.S. Commercial Services overseas within the last 2 years. The members reported several instances of significant assistance by Embassy personnel and considered that the entire service was much more effective than previously.

To further strengthen these efforts, the Committee recommends that the chief executive officer of each American company with affiliates overseas should instruct overseas personnel of his firm to report promptly and as fully as possible any business opportunities in noncompetitive lines, which come to their attention. These reports should be given either to commercial officers in U.S. Embassies or consulates or to the parent company for transmittal to the Department of Commerce.

Meetings with businessmen

The Committee further recommends that the U. S. Ambassador and members of the U.S. business community in each country should work even more closely together. The business community should assume responsibility for learning about U.S. policy in the country and being able to discuss it effectively. It should also apprise the Ambassador of developments in economic and commercial conditions in the country. The Ambassador on his part should hold periodic meetings with the business community to facilitate these exchanges of ideas and information and to indicate the priority which he personally attaches to exports and overseas problems of American business.

The Committee urges that the Government keep the long-run values of foreign investment fully in mind in developing policies and measures to alleviate short-term balance of payments problems and that it recognize that the process of foreign operations and international trade is a continuing one which cannot be turned off and on at will.

Therefore, a positive and consistent policy towards foreign trade and investments, particularly with regard to tax matters, will best serve the interests of both business and the nation as a whole.

FINANCING

Committee asks faster action, lower costs on FCIA insurance; longer-term financing requested

Is our system of export financing, insurance, and guarantees adequate? What improvements could be made in private financing facilities and Governmental programs?

The Committee made the following recommendations:

That consideration be given by the Export-Import Bank to the development of financing facilities that would be available to American exporters on large individual transactions for terms extending beyond 5 years.

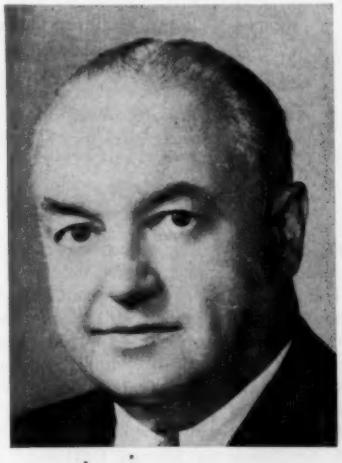
Both AID and Export-Import Bank should consider financing of local fabrication and construction engineering required for the realization of projects and large individual transactions.

AID and Export-Import Bank should give increased consideration of prior commitments in principle upon presentation of a reasonable proposal outline when requested by loan applicants; applicable to project and/or large individual loans for export transactions.

FCIA procedures

While recognizing that the Foreign Credit Insurance Association has been in existence less than 2 years, the Committee recommends that procedures be adopted which will expedite the processing of applications for insurance.

The rate structure should continue being examined in the light of experience with respect to each of the categories, and in relation to the rate structures of similar insurance organizations overseas. Also, a concept of reasonable distribution of risks should not be more onerous to the American exporter than is applied under other overseas systems.



W. CORDES SNYDER, JR.
Chairman, Committee 5

Vice Chairman—Kenneth Spang; Liaison officer—Thomas G. Wyman, Deputy Assistant Secretary of Commerce for Domestic and International Business.

The present deposit of $2,500 required of the exporter should be reduced where practicable and a flexible schedule be adopted where justified.

FCIA should take further steps to reduce the costs now incurred by the ex-

Committee members

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Ad Auriema, Ad Auriema, Inc.

Jefferson A. Beaver, Trans Bay Federal Savings & Loan Assn.

Ralph M. Binney, The First National Bank of Boston

Harry F. Burmester, Union Commerce Bank (Cleveland)

James Smith Bush, Northwest International Bank (New York)

Brian J. Dunn, Picker International Co.

George W. Ebanks, National Bank of Commerce of Houston

Henry W. Farnum, American Institute of Marine Underwriters

James G. Flynn, Collins Radio Co.

William T. Grayson, Ebony Magazine

Carlton A. Hohloch, Smith, Kirkpatrick & Co., Inc.

Thomas V. Jones, Northrop Corp.

Paul W. Leming, Van Norman Industries, Inc.

John W. Lienhard, International Telephone & Telegraph Export Corp.

Albert L. Long, Republic National Bank of Dallas

Robert P. Lynn, Burlington Industries, Inc.

L. F. McCollum, Continental Oil Co.

William J. Platka, Jr., Platka Export Co., Inc.

Herbert V. Prochnow, The First National Bank of Chicago

John S. Routh, Sr., Routh Coal Export Corp.

Stefan Jean Rundt, S. J. Rundt & Associates

Henry D. Sharpe, Jr., Brown & Sharpe Manufacturing Co.

Joseph W. Simpson, Jr., First Wisconsin National Bank of Milwaukee

W. Cordes Snyder, Jr., Blaw-Knox Co.

Kenneth Spang, First National City Bank of New York

Robert T. Stevens, J. P. Stevens & Co., Inc.

John H. Wheeler, Mechanics & Farmers Bank (Durham, N.C.)

porter in providing credit information from each importer annually.

The disputes provision should be brought into alignment with the manufacturers' warranty on the exported goods for liability by the insurer and the policy should contain specific reference to such effect.

The discretionary limit now set at $15,000 per importer should be raised in order to expedite processing of applications for insurance.

AID requirements & procedures

Payments for promotional and advertising expenses incurred in developing export markets for U.S. goods should not be treated under AID Regulation 1 as discounts deducted from the U.S. exporter's selling price. This requirement upsets and distorts normal pricing practices, encourages an unworkable 2-price structure, and encourages local importers, whose resale prices are controlled by local regulations, to divert business away from U.S. exporters to foreign competitors who have traditionally supplied these markets. Reimbursements of bona fide promotional expenses incurred by a local importer for the account of a U.S. supplier should not be treated any differently for this purpose than reimbursements of such expenses incurred by a third party or by a local branch office of the exporter. This is felt to be one of the biggest problems today in AID procurement regulations.

Introduction of AID procedures and certifications under AID Regulation 1 in the case of export shipments to Latin America, where neither the importer nor the U.S. supplier know in advance that the sale will actually be financed by AID, has had a disruptive effect on established commercial relationships in U.S. export trade to Latin America, and may have contributed to the diversion of U.S. export business to foreign competitors. Immediate action is required to limit AID procurement requirements only to these export sales where the importer and the supplier know in advance that the sale will be AID-financed.

Export expansion will demand an increasing measure of flexibility in pricing decisions by U.S. exporters to penetrate new markets, and to seize opportunities to gain new export business. AID Regulation 1 tends to discourage price flexibility. It discourages U.S. exporters from adapting to differing competitive conditions in different markets. Under existing AID Regulations, a U.S. exporter who reduces his price to one country, whether the sale is financed by AID or not, may be compelled to pass along the same price reduction on AID-financed sales to all other countries.

AID's rules on comparability of sales should be revised to make it clear that sales to one country will not be regarded as comparable to sales to other countries if competitive or other special market conditions justify charging different prices to the one country than to such other countries.

Sales to a foreign subsidiary, affiliate or branch of a U.S. exporter frequently are established at prices that may be either higher or lower than those fixed on export sales to third parties at straight commercial terms, because of the special relationships involved. These sales to a foreign subsidiary, affiliate or branch are not fairly comparable to other sales either inside or outside the supplier's corporate family. AID's rules on comparability should be revised to take into account these differences, and thereby permit, once again, a maximum amount of flexibility in pricing competition for export sales.

Counterpart funds

In order to limit dollar outflow for promotion expenses in AID countries, consideration should be given to utilization of counterpart funds, so that U.S. exporters could obtain local currency from the U.S. Government, against equivalent payments in the U.S. in dollars, thereby developing an additional use for counterpart funds, and permitting expansion of U.S. exports through local promotional activity paid for in local currency.

The Committee recommends the increased availability of counterpart funds under the Cooley Amendment provisions of PL 480. This will enable American private enterprise to expand its activities abroad and will contribute to a solution of the balance-of-payments problem.

The Federal Reserve Board should consider extending the term applicable to bankers acceptances from a limit of 180 days to 365 days. This action, if taken, will assist in putting this instrument on a parity with similar instruments in use in Europe and will broaden the market for this type of financing.

Increased efforts should be made by individual banks and all bankers associations, including State bankers associations, to encourage and instruct their membership in export financing. The American banks in general should be better informed on the goals of the export expansion program and their possible role in export financing and advising with their clients.

The Committee Chairman should designate a subcommittee from among the members of the Committee for the purpose of conferring together within 60 days to review the progress made with respect to the above recommendations.

The Committee wishes to record its appreciation to those responsible for the first White House Conference on Trade Expansion. It was unanimously the view of the Committee that the Conference was most informative and useful and the frank exchange of views among representatives of business, finance and Government in the working sessions should produce constructive actions to expand American exports and to make a contribution toward the solution of the balance of payments problem of the U.S.

MARKETING

Government urged to broaden and improve foreign market data; more commercial officers needed

What should be the relative roles of government and private industry in providing key data for export market research?

(a) What are the principal private and public sources of such information?

(b) What changes are needed to improve the usefulness of international market research?

Availabliity of reliable detailed information on overseas markets is basic to export expansion.

Quality and quantity of data presently available from the Government, while generally of very good caliber, is affected strongly by the personnel and monetary ceilings imposed by present appropriations levels. By consensus the Committee urges expansion of marketing data collection and dissemination by the Department of Commerce at least to equal and, if possible, exceed the coverage presently provided by major trading nations of the world. In particular, the present number of U.S. commercial officers abroad is badly out of harmony with the role the U.S. plays in world trade.

Better market data urged

A vast amount of information of direct potential benefit to industry is available in the files of Government and universities. Evidence presented throughout the Committee's discussion clearly indicated that many companies are not aware of the existence of such data, or would not know how to use it if it were made available to them.

However, it was clearly evident that marketing studies provided by Government need to be comprehensive enough to provide the basis for a decision by an industry to enter a market.

Recommendation:

The Government is urged to intensify its efforts to provide full marketing data to meet the above need. Such data should specifically include the commercial environment, discount structure, distribution channels, and future outlook for potential export products in major markets. Special attention should be paid to intensifying market investigations in areas where the U.S. is not now an effective competitor.

Accurate statistics stressed

As to statistical adequacy and accuracy, the Committee discussed distortions in export statistics caused by availability of export declarations to shipping companies. In addition, the adequacy of basket categories was questioned.

Recommendation:

The Department of Commerce should review its policy of requiring the availability of export declarations to shipping companies. Further, the statistical system used must be more sharply focused to the needs of the export industry. The extent and nature of classifications must be made fully responsive to the needs of industry. Trade associations must play a leading role in defining and communicating their industries' needs to government on a continuing basis.

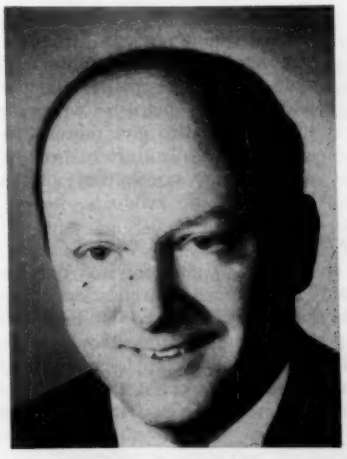
Revision of the tariff schedule recently announced by the President will bring about many statistical problems to industry and Government alike. In its best interests, industry must be aware of these changes and adjust to them.

Recommendation:

When the change in tariff schedules is brought about in statistical compilations, older figures should be re-grouped according to the new schedule to assure continuity and determination of trends.

Advisory group proposed

The Committee unanimously finds that the diversity of form and content of market reports from abroad seriously detracts from their usefulness.



R. A. STEUDEL

Chairman, Committee 6

Vice Chairman—Kenneth Wilson; Liaison officer—George Donat, Deputy Director, Bureau of International Commerce.

Recommendation:

A permanent advisory committee to the Department of Commerce should be created to assure that marketing information gathered is thorough, interpretive, and responsive to business needs. This committee should consist of responsible executives in the marketing area.

The Committee observes that present methods of collecting and disseminating statistical and other marketing information in the Government are not responsive to the needs of the times. An increase in quality and quantity at no increase in manpower could be attained by modernizing methods and systems.

Recommendation:

That the most modern data storage and retrieval equipment and techniques be mobilized to make this service as speedy and comprehensive as possible. This should encompass all sources of information, all Government agencies and any private organizations such as universities and research institutions.

The discipline imposed by automatic data processing would, in the Committee's view, multiply the utility and application of information collected in the field.

The Committee feels that the depth and the quality of reporting marketing data seem to correlate with the length of time that our foreign representatives spend in their assignments.

Recommendation:

There should be an attempt to structure personnel assignments in such a way that greater familiarity with foreign markets will permit the individual to give more obvious and worthwhile information concerning the possibilities of marketing specific products.

Export information center

It was clearly demonstrated that there needs to be some centralization of services that might be offered to a prospective exporter. Communication would be simplified if there were to be established a center where one can get all of the information related to an export problem at one place.

Recommendation:

A one-stop information center was previously available in the Department of Commerce. The Committee understands that this activity has been discontinued. The Committee strongly urges that this activity be revived.

Committee members

Roy Abraham, Olin Mathieson Chemical Corp.

Lowell Andreas, Honeymead Products

David Atkinson, Thiokol Chemical Corp.

William Bellano, Glen Alden Coal Co.

Howard L. Clark, American Express Co.

John C. Dowd, John C. Dowd, Inc.

Emerson-Foote, McCann-Erickson, Inc.

John H. French, Jr., City National Bank of Detroit

Harold L. Graham, Pan American World Airways, Inc.

Zenon C. R. Hansen, White Motor Co.

Thomas Kerr, Kerr Grain Co.

Harold M. Landau, Litton Industries

John T. Lesley, Florida Citrus Exchange

William H. Lukens, R. M. Hollingshead Corp.

Harper Q. North, Thompson Ramo Wooldridge, Inc.

Clarence D. Palmby, U.S. Feed Grain Council

Daniel Parker, Parker Pen Co.

Dr. Herbert W. Robinson, CEIR, Inc.

Carl A. Sauer, American Inst. Foreign Trade

Richard A. Steudel, Sherwin-Williams Co.

R. S. Stevenson, Allis-Chalmers Manufacturing Co.

G. F. Sullivan, Chilton Co.

Bertram D. Thomas, Battelle Memorial Institute

Dr. Kenneth Wilson, Univ. of Cincinnati

The Committee perceived as one of the difficulties in broadcasting export marketing data the unavailability or non-use of certain communications channels.

Recommendation:

The Department of Commerce should use additional information channels to reach the present non-exporters (e.g., banks, advertising agencies, trade associations, universities, and Chambers of Commerce). Furthermore, the Department should create and use mailing lists by SIC code numbers to automatically reach potential, as well as present exporters with new marketing data and trade opportunities, without their having to request them.

New program endorsed

The Committee unanimously endorses the Department of Commerce analyzing a commodity by country share of various markets, which in broad terms defines statistically opportunities available to U.S. business in some 650 commodity groups.

Recommendation:

The Committee unanimously endorsed the approach in the "market share" study of the Bureau of International Commerce and urges its early completion and distribution to Field Offices, Regional Export Expansion Councils, and industry.

As indicated in the foregoing parts of this report, the Committee feels that market studies having the character of an appraisal, having more detail and depth which are based on greater statistical sophistication are most necessary. Steps must be taken, not only to prepare more and better information, but to have it distributed more widely and centralize it more effectively. The Committee is fully cognizant that these things cannot be done without the use of more and better manpower, adoption of more modern methods, and application of additional funds.

Recommendation:

The Committee unanimously feels that intensification of export marketing research efforts demands application of whatever funds and manpower are necessary to put the above recommendation into effect. This is particularly true when considering that at present the U.S. is employing only about 1/6 as many Commercial Officers per dollar exports as does Great Britain.

To paraphrase Lincoln's views, the Government ought not to do things which industry can do equally well or better. It should step into the breach only when its assistance is vital to businesses' success. In that spirit, the Committee arrived at the following conclusions:

Government reports are for the use of the public. They are publishable even when fees are charged to the end-user, with one significant exception: Trade Contact Surveys are always proprietary to the party commissioning them.

While Government should not set arbitrary limits to its market investigations, and ought to be as thorough as possible, it should avoid those areas of research *within* an industry which require confidential handling by private market research agencies.

Government should within and outside the U.S. make the best use of university and private market research, not only to assure the highest quality, but to increase the effectiveness of our Commercial Officers abroad.

Industry should investigate how, through its trade associations, it can make available to the Government—and through it—to would-be exporters, appropriate statistics and information which would broaden the Government's data base.

Postscript

Apart from the above summary of discussions and recommendations by the full Committee, 2 suggestions were advanced which are included here for possible further exploration, but regarding which the Committee did not have an opportunity to reach a consensus:

The Government should explore the possible immediate impact of exploiting the potential of the advanced U.S. technology created through our Defense and Space programs. Government and industry should pay increased attention to the possibility of marketing non-sensitive defense products and services in foreign countries.

The Government should study the idea of organizing, temporarily, an Export Development Corps composed of retired marketing executives to explore particular export markets.

U.S. HARVESTERS

Tobacco harvesting machinery is being tested in Central and Southern Italy by Federconsorzi (the Italian Federation of Farmers' Cooperatives). The equipment, procured in the U.S., is owned and operated by the Federation, in cooperation with the Association of Tobacco Growers.

Business background, Commerce responsibility recommended for commercial officers overseas

How adequate are the business services currently being rendered to American exporting interests by U.S. Government representatives serving abroad? Discussion focused on both the nature of the services and the manner in which they are performed.

The importance of the commercial officer position should be recognized and its status upgraded to accord with competitive conditions which now exist throughout the world.

The importance of strengthening the effectiveness of our commercial representation abroad is generally recognized. The primary aim should be the upgrading of the caliber of men. In addition, personnel should be increased when necessary.

If the positions were made as important as they should be, this would serve to attract better qualified people, with more practical business experience. In this connection, consideration should be given to establishing the title of Trade Commissioner for the chief United States commercial officer in each foreign country. In addition, reclassification of certain positions might be required, in order to bring them into line with the true importance of the position, and to establish the proper level of responsibility.

JAMES M. ROCHE
Chairman, Committee 7

Vice Chairman—Robert Murphy; Liaison officer—Donald S. Gilpatric, Director, Office of Foreign Commercial Services.

Responsibilities

In view of the primary responsibility of the Department of Commerce for the promotion of trade expansion abroad, it is recommended that the Department of Commerce be given complete responsibility for the selection, training, appointment, and assignment of all commercial officers of all grades.

It is further recommended that in every country in which the United States maintains an Embassy there should be assigned a Trade Commissioner who shall rank with, but after, the Ambassador and who shall report directly to the Secretary of Commerce.

The memorandum agreement entered into between the Department of State and Commerce on November 15, 1961, covering international commercial activities should be simplified and redrafted to reflect these suggested changes.

Officer selection, training

The method of training and selection of commercial officers should be improved, particularly with respect to field office training and direct exposure to actual business problems.

The suggestion is made that the longest practicable period of field office training be given, prior to definite assignment abroad. A background of actual business experience is highly desirable, and individuals who have this qualification should be given priority.

The effectiveness of the activities of the commercial officer is determined, to

Committee members

Robert W. Adams, Western Nuclear Inc.

Louis A. Albarracin, Chase Manhattan Bank.

Albert Aschwanden, Archer Daniels Midland Co.

Joseph M. Barr, United Aircraft Corp.

William Boyd, Jr., Pittsburgh National Bank.

Fred W. Burrows, International Apple Assoc., Inc.

Basil G. Dandison, McGraw-Hill Book Co.

Hugo Dixon, Geo. McFadden & Son.

Hector R. Dominguez, First National Bank of St. Louis.

Robert F. Dwyer, Dwyer Lumber & Plywood Co.

C. Lee Emerson, Kaiser Steel Corp.

Gordon Grand, Olin Mathieson Chemical Corp.

H. Tucker Gratz, Pepsi-Cola Bottling Company of Hawaii.

J. Edgar Kirk, North Carolina National Bank (Raleigh).

Robert Lockwood, General Motors Overseas Corp.

Robert D. Murphy, Corning Glass Works, Intnl.

Walter R. Olmstead, Borden Foods Co.

John F. Probst, South Bend Lathe, Inc.

James M. Roche, General Motors Corp.

Joel Wilcox, Port of Palm Beach.

Admiral John Will, American Export-Isbrandtsen Lines

a large degree, by the success or failure of the team effort. If the Ambassador is not active in pushing export expansion, no organizational set-up will succeed in achieving the desired results. There are many areas where the prestige and responsibility of the Ambassador's position carry a great deal of weight in connection with the commercial affairs in each country. Consequently, unless the Ambassador and other ranking members of the staff do take an active interest in the promotion and development of U.S. business, maximum results cannot be obtained.

It is recognized that it is not the function of Government representatives abroad to assume the responsibility for the sale of American products. This must be the responsibility of U.S. business.

However, it is the obligation of all Government representatives abroad to keep abreast of conditions, competitive activities, or other factors which may influence our ability to compete and participate in the opportunities offered in foreign markets. In many instances, U.S. commercial officers are in a much better position than the average businessman to understand and interpret such trends before the sale of U.S. products can be adversely affected.

Business contacts abroad

Programs for exposing U.S. Government representatives to business contacts should be extended. Discussions between U.S. business and government representatives, before these officials commence their assignments, as well as thereafter, can be of great assistance in orienting such officials to the main problems and needs of U.S. business abroad.

Promotion, publicity

To a great degree, procedures have already been established for assisting U.S. business interests in expanding their export business, particularly for small business enterprises which have not engaged in this activity to date. Nevertheless, the mechanics of doing so are often obscure in the minds of such small businessmen.

The suggestion is made that it would be especially helpful to small businessmen if Government representatives from overseas could hold periodic regional meetings for the purpose of revealing export possibilities in different countries. While the practical problems involved in such a program are obvious, there is still the need for bringing these opportunities to the attention of interested businesses in the United States.

The facilities for providing such information are well established in the procedures which have been set up in Washington and in the field offices. Perhaps a simplified and more direct method could be utilized to familiarize interested businesses with the many opportunities and sources of information available to them for their consideration in connection with export business.

More assistance needed

Currently, out of approximately 5,000 career and reserve officers in the Foreign Service, only 149 are serving as commercial officers overseas. All U.S. commercial staffs abroad total only 457, including officers, local nationals, and clerks. Many foreign countries, with much smaller populations, and far lower volumes of exports have larger commercial staffs abroad than the United States.

The Commerce budget for FY 1963, which provided for increased commercial staffs abroad, was rejected by both House and Senate appropriations committees. In FY 64, the Commerce Department joined in a State Department budget request for additional funds for commercial activities which would provide for an increase of 129 officers, clerks, and local personnel, bringing the total commercial staff overseas to a level of 586.

The request for additional personnel must be considered against the background of the sharply increased activities of the Commerce staff abroad. Many of their activities have doubled in volume over the last two or three years.

Need for aggressive approach

In view of these facts, and after a full and frank expression of opinion by various Committee members, there was no disagreement with respect to the urgency and need for a much more aggressive approach to business problems by all Government representatives abroad. However, some members of the Committee felt that every effort should be made to utilize the services of the present embassy personnel in this important work, even though it might require some shift in emphasis from the type of work currently being done.

The Committee's conclusion is that the commercial assistance provided U.S. interests abroad should be greatly strengthened. The additional funds and personnel requested by the State Department in its FY 1964 budget would facilitate implementation of this program.

In view of the importance of expanding U.S. exports, as expressed by the President and other Government executives at this Conference, with which viewpoint this Committee fully concurs, high priority should be given commercial activities abroad by all presently available personnel. Personnel presently assigned to other less urgent activities, could be concentrated temporarily on active trade development work, where feasible, to implement this program.

Increased liaison and exchange of knowledge between U.S. businessmen and Government representatives abroad should be promoted. It is suggested that this could include an extension of the practice of holding meetings with local U.S. businessmen, which some Chiefs of Mission are now doing.

To be effective these should be held at least once a month on a scheduled basis. These might well lead to the formation of business advisory committees, at the local level in each country, whereby the American business communities would establish a more permanent working relationship with our Government representatives, to their mutual benefit.

Similar business advisory committees at home would also be useful in this connection.

It is suggested that improvements could be made in the speed and effectiveness of communication between Government representatives and local businesses, as well as between the Government staffs in each country and in Washington.

It is recognized that in many ways philosophies competing with the U.S. free-enterprise system and way of life are being promoted more actively overseas and with greater success than is being achieved by the United States. All Government representatives overseas should take every opportunity to expound the American viewpoint.

Simplify AID procurement

The policies and procedures now established by the Agency for International Development and the Department of Defense to maximize U.S. private business participation in the use of funds these agencies spend for procurement, or in supplying the goods required under their approved programs and responsibilities, should be simplified and made more comprehensive and effective. All U.S. Government representatives engaged in the negotiation or implementation of such programs should be alert to the possibilities for developing business opportunities for private U.S. enterprises, and for reducing obstacles to U.S. exports or business interests.

While military goods constitute a substantial part of U.S. exports, it is recognized that present export licensing, visitation, and security procedures are no longer adequate under present world competitive conditions to permit finalization of certain transactions with the required speed.

An immediate and accelerated effort should be made by the Departments of State, Commerce, and Defense to establish a system for rapid clearance of necessary permits and approvals for the sale and shipment of military goods and related movement of people and negotiation of licenses.

Several members of the Committee expressed concern over the treatment they have experienced in visiting certain embassies overseas. In some instances they were unable to contact certain officials for no apparent reason over a reasonable period of time. On other occasions the officials with whom they visited exhibited an indifferent and disinterested attitude toward the problems discussed.

Some members of the Committee commented that as a result of their past experience they have discontinued the practice of visiting our embassies abroad, while others indicated that their experiences with embassy personnel have been satisfactory.

Concern was noted for the future of any program for U.S. trade expansion unless courteous, sympathetic, and helpful assistance is provided to responsible American businessmen by all levels of overseas Government representatives.

SMALL BUSINESS

More Government services and assistance from experienced exporters are recommended

How can small business firms best evaluate their opportunities in exporting? Are additional specialized facilities required? What are the principal barriers to greater participation in exports? What are the alternative strategies by which small business can enter foreign markets in order to minimize their risk and maximize their profits from exports and foreign operations? How is major export success achieved? What is the relative utility of built-in export departments, combination export managers, separate international sales organizations, and others? The Committee analyzed the procedures of successful exporters both large and small.

The Small Business Committee was charged with determining what can and should be done to encourage more exporting by small business. "Small" manufacturers comprise a large number of firms now exporting, and others who could do so. Most "exporters" and "combination export managers" would also be considered "small business" themselves, and they handle export sales principally for small and medium size manufacturers, whereas large manufacturers can generally support their own export departments.

Export expansion for small business involves:

How to help those not now exporting; those exporting only occasionally; and those now exporting regularly.

The problems fall into three areas:

How to overcome impediments to exports; how to evaluate export opportunities; and how to help new exporters enter international trade with minimum risk.

Among impediments to increased participation of small business, 5 were considered:

- Complexities of export;
- Lack of personnel experienced in export techniques;
- Lack of knowledge of available export assistance;
- Financing and credit risks; and,
- Apathy toward exporting, as an unprofitable diversion from domestic business.

In this area, the Committee made suggestions for:

Increased dissemination of published export information by the Department of Commerce, the Small Business Administration, AID, Department of State, and others, of their own publications along with those of other agencies. As far as possible these should be selected and presented *in person* to top executives of the small manufacturer interested in export.

Increased activity of Regional Export Expansion Councils, in local publicity, in

educational meetings, in locating prospective new exporters, and in assisting present exporters.

More extensive and continuous community-based efforts by business organizations, educational institutions, and bankers, working together with Regional Export Expansion Councils and Government agencies, to interest and assist existing and potential exporters.

Dispelling apathy, particularly by tax incentives; and also by increased publicity of the export success of small business, such as "E" award winners.

Evaluate opportunities

As to how to help small manufacturers evaluate export opportunities, the following suggestions were made:

Use of published material on how a small manufacturer can evaluate his export potential, and in what markets.

Continued assistance of the Departments of Commerce and State in export statistics, market reports, Trade Contact Surveys, and analysis of potentialities of specific products.

To help small manufacturers enter international trade with minimum risk, the following suggestions were made:

Put such manufacturers in contact with existing exporters, combination export managers and "mother hens" (manufacturers who export for other manufacturers). By selling to or through them, quicker results can be obtained, while avoiding export complexities and unnecessary risks. The Committee strongly recommended this approach rather than do-it-yourself methods.

(The Directory of Combination Export Managers published by the Office of Small Business of AID, Department of State, lists 490 combination export managers in 107 cities in 31 states, with the manufacturers whose products each one exports, totaling over 2,000 manufacturers.)

A similar directory might be compiled by the Department of Commerce covering "mother hens."

For those small manufacturers who feel present or potential export volume justifies the expense of setting up their own export department, it was strongly recommended that experienced export personnel be employed.

Help large firms also

Suggestions from the Committee for assisting present "small business" (exporters and exporting manufacturers) embraced those helpful also to large firms, and to both present and new exporters. The Committee strongly recommended:

Tax incentives, not as subsidies, but to focus attention and encourage more businesses to divert time, men and money to increase exports. Such tax incentives to apply equally without discrimination to all sales for export, direct or indirect, through any channel or type of corporation; and compatibility with GATT to be sought, if necessary by excluding from the tax benefits those sales below U.S. prices.

A foreign commercial service be established under the Department of Commerce, to operate as now within the Embassies abroad, composed of competent, trained personnel with commercial experience.

Improved service from U.S. Embassies abroad by: Increased local commercial personnel, possibly paid by counterpart funds; quicker WTD report service and more up-to-date trade lists; more aid in securing representatives and distributors

THOMAS C. BALLAGH

Chairman, Committee 8

Vice Chairman—Louis Kingscott, Jr.; Liaison officer—Daniel L. Goldy, Deputy Assistant Secretary of Commerce for Business Development and Administrator, Business and Defense Services Administration.

Committee members

Thomas C. Ballagh, Ballagh & Thrall, Inc.

Paul A. Belknap, Charleston Rubber Co.

William G. Birmingham, Dodge & Seymour, Ltd.

Willoughby F. Brazeau, American Steel Export Co., Inc.

Charles R. Browning, Aeronautical Electronics, Inc.

Edward C. Bursk, American Marketing Assn.

Frank M. Cruger, Indiana Manufacturers Supply Co.

E. L. Dreyer, Adamas Carbide Corp.

George T. Dudman, Allen V. Smith, Inc.

E. M. Eckman, Virginia Metalcrafters, Inc.

Henry N. Folk, Jr., Pensacola Port Authority.

John A. Gosnell, National Small Business Assn.

George R. Hirsch, Carey-Hirsch Lumber Co.

C. G. Hokanson, C. G. Hokanson Co., Inc.

William H. Jacques, Jacques Seed Co.

William L. Hopkins, Jr., National Rosin Oil Products, Inc.

Alexander Jones, Syracuse Herald Journal.

L. A. Jennings, Riggs National Bank of Washington, D.C.

Louis C. Kingscott, Jr., Louis C. Kingscott & Associates, Inc.

T. Joseph Lynch, Lynch Equipment Co.

Thomas H. Miner, Thomas H. Miner & Associates.

Daniel Nelson, International Ladies' Garment Workers Union.

C. A. Richards, Consultant.

Konrad W. Schoebel, Precision Instrument Co.

Raymond Stevens, Arthur D. Little, Inc.

Sidney H. Schreter, A. Schreter & Sons Co., Inc.

W. F. Walker, Dantzler Lumber & Exports Co.

by Selected Trade Lists of logical prospects now representing manufacturers of similar but not competing products; and, extending to all Commercial Attachés the Business Proposal Program now used on Trade Missions.

Banks throughout the country should bring to the attention of small businesses the profitability of exporting, and the sources of financing available through the existing financing, insurance and guarantee programs of larger banking groups, federal credit facilities and the Small Business Administration.

These suggestions were also referred to other committees studying such matters in detail, along with other suggestions, such as:

Need for competitive freight rates, and avoidance of transportation strikes;

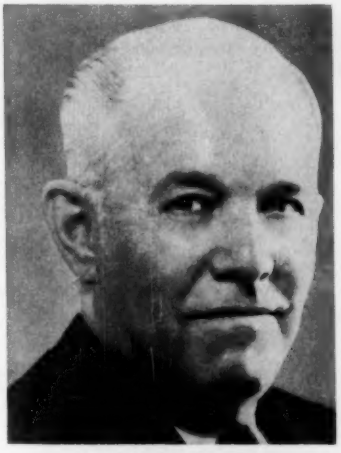
Need to keep U.S. prices competitive, through reasonable labor costs;

Clarification of policy on sales to Iron Curtain countries; and,

Further negotiation with GATT on non-tariff restrictions.

The Committee complimented the Department of Commerce and the Small Business Administration on their assistance to small business and their export promotional efforts.

General optimism was expressed on the opportunities for small business in exports and the value of continued encouragement for export expansion.



CHARLES RUMRILL

Chairman, Committee 9

Vice Chairman—Robert C. Weems, Jr.; Liaison officer—Roy L. Morgan, Director, Office of Field Services.

EDUCATION AND PUBLICITY

Multi-faceted program urged to alert businessmen and students to U.S. trade picture

How can present export expansion educational efforts be improved? Do export workshops, seminars and related programs accomplish the desired results? If not, what is needed? What type of national publicity campaign would be meaningful to the non-exporting manufacturer?

The unusual grouping of education and publicity—two groups which in the past have been somewhat critical of each other—turned out to be "a natural" in terms of ideas on export expansion.

The Committee recognizes the increasing problem that the international trend of business poses to education. In the past, American education has become oriented to our own economic system, rather than to worldwide business. Since the United States is the world business leader and also the world leader in education for business, the Nation's educational endeavors must become worldwide in scope.

Objectives

Accordingly, after thorough discussion, a subcommittee composed of five educators, four of whom are deans of business schools, developed three objectives:

To develop in the business community and in the faculties of educational institutions an interest in and an awareness of the opportunities in exporting goods, services and professional knowledge;

To develop in the business community a knowledge of the skills and/or techniques and sources of information necessary to engage in export; and,

To develop in our citizens, at an early age, an awareness of the importance of international trade to our economy, to be achieved through a cooperative endeavor among the business community, professional educational associations, educational institutions at all levels, and the Regional Export Expansion Councils.

The Committee's full report, which is appended, states the nature of the cooperative effort and recommends procedures for its accomplishment.

The Committee recommends:

That teaching of foreign languages in the public schools be started at the earliest practical age and that schools of business encourage proficiency in at least one foreign language.

That the Department of Commerce and Export Expansion Councils enlist the support of trade associations in bringing the importance of export to the attention of their members and in securing their full support in promoting it.

That the Advertising Council be requested to renew its campaign on behalf of international trade.

That the Department of Commerce make a special effort to utilize the great force of the specialized business press by supplying them with properly prepared material of specific interest to their readers.

That the Department of Commerce establish a syndicated column on exports to be made available to newspapers, financial and specialized business publications and that the magazine INTERNATIONAL COMMERCE, be sent free to a select group of such publications.

Speakers' bureau

That a nationwide speakers' bureau be established on behalf of the Export Expansion Program. Visual aids and up-to-date information should be made available to speakers by the Department of Commerce.

That the "E" Award Program which has been highly successful, be continued.

That travel agents be utilized in pub-

Committee members

John H. Barr, Barr Development Corp.

William P. Bogie, Banking.

Kenneth Clark, Motion Picture Assn. of America.

Robert W. Coyne, Distilled Spirits Institute.

Draper Daniels, McCann-Erickson, Inc.

Irving Jay Fain, Apex Tire & Rubber Co.

Arthur D. Fatt, Grey Advertising, Inc.

E. Ward Faulk, Merchants National Bank of Mobile.

Paul V. Grambsch, University of Minnesota.

Russell C. Jaenke, Penton Publishing Co.

Basil R. Littin, Continental Oil Co.

Ossian MacKenzie, Pennsylvania State University.

Donald Mellish, National Bank of Alaska.

Allen Morgan, First National Bank of Memphis.

Charles A. Rovetta, Florida State University.

Charles Rumrill, Rumrill Company, Inc.

Chauncey B. Smythe, Thew Shovel Co.

Hans Stauffer, Stauffer Chemical Co.

R. C. Weems, Jr., University of Nevada.

licizing to overseas travelers the fact that the U.S. wants customers overseas. Airlines, steamship companies and other carriers who benefit financially from export should be encouraged to advertise and promote export business. This should also include the "Travel U.S.A." Program.

That Government agencies clarify their attitude on trade with Iron Curtain countries.

Personnel needed

That, recognizing the great importance of field offices and the increasing load that some of the recommendations will impose, additional personnel be provided to adequately staff these offices.

That a continuing broad promotion and information program be conducted within Government, to impart through the ranks a sense of urgency in helping U.S. companies expand their export trade. Where regulations of several agencies are involved in a trade determination, delays may run to months and complications discourage overseas expansion. Other departments and agencies do not have this same sense of urgency as does Commerce.

It is the Committee's belief that the Department of Commerce has done a most commendable job in building a world trade program. However, this Committee recognizes that in many cases a gap exists between this program and the non-exporter. This conference has drawn attention to and aroused interest in export.

Now, to create desire and produce action, we must rely on face-to-face contact. This can only be done by people. If this be a time of crisis then our Government must take the responsibility for producing those people. Business is absolutely fundamental to our economy. We suggest that investment in this area is a wise Government policy that would reduce unemployment and bring added income to Government.

In conclusion, in order that the recommendations of this conference may make a meaningful contribution to the Export Expansion Program, we urge that members of each committee be kept advised as to the fate of these recommendations —success or failure of those adopted and reasons for rejection of those rejected.

We suggest that the Secretary of Commerce make such reports every six months for at least one year.

Supplement

Discussion

The Committee noted the increasing trend of business is becoming international in scope. In the past, American education has become oriented to our own economic system, rather than to worldwide business. Since the United States is the world business leader and also is the world leader in business education, its educational endeavors also must become worldwide in scope.

The Committee pointed to the short-range educational activities of the *crash-program* type which seemed to be more in line with the purpose of this White House Conference, but suggested that the long-range educational outlook be considered.

A subcommittee summarized educational activities in the export expansion field and made specific recommendations as to what educational institutions can and should do to aid export expansion.

Consider 11 points

Among the things considered by the educators were: Including foreign trade instruction in existing courses; encouraging textbook writers and book companies to include exports in their texts; holding foreign trade seminars; compiling case studies on foreign trade; establishing certificated foreign trade programs; seeking assistance from the American Association of Collegiate Schools of Business; getting faculty participation; the offering of Masters Degree programs in foreign trade; the offering of Doctoral programs in foreign trade; counseling students who are interested in the foreign trade field; and deciding whether programs should be broad, specialized, or both.

A lively discussion was held on the subject of requiring foreign languages in public schools and colleges. The majority favored languages in the public schools as a requirement for all students, some recommending two or more languages. A few members dissented. Most thought that if languages were not taught in the public schools as a requirement then universities should insist that languages be taken on the campus.

Survey education

A further discussion of the needs of business in terms of education indicated that businessmen were looking to the universities to find out what type of training was needed, rather than vice versa. It was agreed that a survey of existing courses and educational activities in foreign trade and related courses would be helpful. The American Association of Collegiate Schools of Business would certainly provide assistance.

It was agreed that more university-level instruction of a broad and cultural nature should be given and encouraged, such as world religions, world cultures, comparative economic and governmental systems, and the like.

One idea strongly advanced was that *young* children be fully informed on opportunities in the international field through television, youth programs, and children's activities such as Boy Scouts and Girl Scouts.

Also agreed upon was the idea that businesses, universities, and the Government should work hand-in-hand in bring-

ing about export expansion. One suggestion along such lines was that university faculty members be invited to attend trade association meetings and Regional Export Expansion Council meetings.

Consider crash programs

At this point, the discussion began to move in the direction of short-range crash programs designed to accomplish the immediate mission of the Conference—a 10% increase in exports—enough to bring about a foreign trade balance of payments.

The availability of immediate how-to-do-it courses, in cooperation with the United States Office of Education was discussed. An enormous array of instructional talent and assistance on the vocational level (non-university) is available.

Education as an apparatus for immediate action was discussed. Special export expansion seminars and conferences should be encouraged on university campuses and elsewhere. Action should take place now.

Banks, as educational and publicity media, were mentioned and received favorable attention. Most larger banks have international departments, or should create one. Banks should, in order to tell the story of foreign trade opportunities, provide talent and request public service time on television, radio, and in newspapers. They should also hold luncheons to acquaint potential exporters with persons already successful in the field. They might also conduct their own special courses for customers and give time in the annual convention programs for presentation of the topic.

Banks set example

Other financial institutions might well follow the example of the banks.

The National Advertising Council should be requested to renew its campaign on behalf of international trade and, as before, do so as a public service. There should be more liaison between State government promotional efforts and those of the Federal government and other agencies. Apparently, there have been instances where communications were poor. Trade associations of many and varied types should be utilized to the utmost.

Advertising campaigns on behalf of foreign trade should be sponsored by trade associations, banks, firms interested in the export field, etc.

The trade press should be utilized to great advantage. Specialized business magazines offer a great opportunity for carrying success stories to their readers. The Commerce Department should attempt to prepare news releases by specific industries, rather than send out broadside news releases which cause problems of decision to the editors who may well discard the entire list. Special types of markings should be used to indicate the types of releases and the degree of urgency and importance.

Airlines assist

Airlines should be requested to sell the idea of export expansion in terms of air freight facilities and especially the "Travel U.S.A." program.

Visual aids should be utilized to a greater extent than heretofore. A good movie, or slide presentation, may be better than a speaker, and can be utilized more efficiently and frequently. Overhead projectors should be used where it is important to bring out the local situation and where constant updating of foreign trade data will be helpful. Visual aids should be utilized extensively in trade shows.

It was urgently requested that Government agencies concern themselves with the problems of trade with iron-curtain countries.

The importance of the Department of Commerce was realized in the discussions and it was repeatedly pointed out that additional services were urgently needed, as indicated above. Obviously, additional personnel would be necessary, and in particular the addition of personnel to strengthen the Field Offices.

TRADE NEGOTIATIONS

U.S. must take strong position at GATT conference next year; aim should be 'balanced result'

What do we hope to accomplish in the trade agreements negotiations in Geneva next year? How can American businessmen best present and document their specific objectives?

The Committee agrees that the United States must take a strong negotiating position in the forthcoming 1964 trade negotiations under the General Agreement on Tariffs and Trade.

In the opinion of the Committee, the U.S. must be prepared to use to the fullest the authority granted to the President under the Trade Expansion Act of 1962 in order to achieve further export expansion. That authority provides the President the power to reduce tariffs on an across-the-board basis on virtually the entire U.S. tariff list subject only to the exceptions (escape clause and national security cases) required by the law. The law provides for additional exceptions as determined by the President after receiving appropriate advice from the Tariff Commission and Executive Branch agencies. The Committee feels that these exceptions should be kept to a bare minimum.

Seek 'balanced result'

The Committee feels it is a matter of vital national concern, in the interests of the economic growth of the United States and of the entire free world, that the 1964 negotiations be a success. The U.S. should make every reasonable effort to insure this goal and should conclude its negotiations on the basis of granting and receiving of reciprocal benefits, i.e., a balanced result.

This will involve going into the negotiations with firm resolve and a balanced negotiating position reflective of a national determination to press for the mutual liberalization of access to free world markets. With regard to pre-negotiation procedures and safeguards, it is noted that care should be taken to avoid reductions which would result in serious injury to domestic producers. It is also felt that there should be broad, adequate and effective industry representation at the negotiations.

In respect of a balanced result, the Committee feels strongly that this could be achieved only on the condition that all classes of products—industrial, agricultural and all others—be brought within the negotiations in a meaningful way so as to secure a significant liberalization

CARL J. GILBERT
Chairman, Committee 10

Vice Chairman—W. Blackie; Liaison officer—Robert L. McNeill, Deputy Assistant Secretary of Commerce for Trade Policy.

of world trade through stable guarantees of multilateral market access.

Non-tariff barriers

The Committee emphasized that in the process of negotiations non-tariff barriers must be considered. It is the unanimous consensus that these barriers are of increasing importance as impediments to U.S. exporters. Of particular concern are those barriers other than tariffs now maintained on the trade of agricultural, industrial, and non-industrial products, including barriers in the forms of laws, administrative regulations and practices which inhibit a freer flow of trade. These barriers should be attacked vigorously by U.S. negotiators in the forthcoming trade negotiations.

The Committee feels that the provision in the Trade Expansion Act for the complete elimination of tariffs on tropical products should be vigorously pressed, provided other countries adopt like treatment. As representatives of the U.S. business community and as taxpayers, along with all other Americans who pay to support our foreign aid program, the Committee feels that wider access to the markets of all the industrialized countries for the products of the less-developed countries would make a real contribution to their economic growth and viability.

In view of the contribution the United States and others are making in money and in substance toward the development of the so-called less-developed countries, it is felt that industrialized countries should be prepared to liberalize their treatment of imports of products from these countries without requiring full reciprocity in return. To the greatest extent possible, however, it is felt that the less-developed countries should participate in the negotiations and should undertake the responsibility of extending reciprocity for benefits received as their economic development permits.

Common sense dictates that conditions be created that will enable the developing countries to earn the foreign exchange so essential to their current and future well-being. It is also recognized that as these countries do develop, they will become better customers and sellers in the free-world trading system, thereby raising the economic well-being of all.

The Committee agrees that it is extremely important to the success of the negotiations that U.S. business be fully aware of the nature of the hearings that will be held by both the Tariff Commission and the Trade Information Committee of the Executive Branch. The Tariff Commission hearings are intended to gather information on the possible economic impact on individual American industries and producers which might result from increased imports flowing from a reduction in tariffs. The hearings of the Trade Information Committee, on the other hand, are intended to develop information on the trade barriers that American industry faces abroad.

Only through the development of full and detailed information by country will the U.S. negotiators be able to press for reduction of barriers which impede our exports in order to successfully contribute to the expansion of such exports. The Committee feels that it is important for all of its members to inform the Government of their own industry's difficulties in exporting and to urge all other U.S. industries not immediately represented on this Committee to do likewise.

Specific information

The Committee urges U.S. industry, agriculture, and labor to be specific in regard to the information it develops for the

Committee members

W. Blackie, Caterpillar Tractor Co.

David H. Dawson, E. I. duPont de Nemours & Co.

Richard E. Derby, Uncle Ben's, Inc.

Robert A. Fergusson, Rust-Oleum Corp.

P. H. Fish, California Packing Corp.

Michel Fribourg, Continental Grain Co.

Carl J. Gilbert, The Gillette Co.

Howard W. Hardy, Great Plains Wheat, Inc.

Everett B. Horgan, Raleigh Coal & Oil Corp.

John B. Hutson, Tobacco Associates, Inc.

Carmine Grossi, Combustion Engineering.

Kenneth Klipstein, American Cyanamid Co.

Everett Kovler, James B. Beam Distilling Co.

J. T. Lykes, Lykes Brothers Steamship Co.

Vice Admiral W. J. Marshall, The Bourbon Institute.

Edward W. Miller, The Fellows Gear Shaper Co.

John M. Mitchell, Aluminum Co. of America.

Thomas S. Morgan, Thomas S. Morgan Co.

William E. Mullestein, Lukens Steel Co.

C. Neil Norgren, C. A. Norgren Co.

Frank H. Richterkessing, W. M. Cissell Manufacturing Co.

Howard L. Roach, Soybean Council of America.

Leonard C. Rose, Colorado Fuel & Iron Corp.

James J. Strnad, LEMPCO International, Inc.

Charles P. Taft, Committee for National Trade Policy.

Dr. Charles Allen Thomas, Monsanto Chemical Co.

Jack F. Whitaker, Whitaker Cable Corp.

Tariff Commission hearings. Only by being specific can U.S. producers be helpful to themselves and to the Government. The full force of all the analytical resources available should be concentrated on presenting as full, clear, and precise briefs as are possible for the purpose of these hearings. In respect to these hearings, the Committee feels that full consideration should be given to the potential adverse effect of increased imports on the capacity of domestic industry to compete effectively in world markets.

The Committee also goes on record as welcoming the initiative of the Government in calling together representatives of the business community to discuss among themselves and with officials of the Government mutual problems concerning the forthcoming trade negotiations. The Committee further urges the business community to expand its dialogue with the Government and maintain a continuing and intensified communication with Government officials and agencies. It is felt that a parallel requirement is effective communication among the several Government agencies in order that all relevant facts and considerations be readily available to our negotiators.

The Committee finally agrees that it should be an important responsibility of the Federal Government following the 1964 negotiations to assess on a continuing basis not only the carrying out of the results of the negotiations but also the effect of the negotiations on the U.S. economy in terms both of export expansion and the adjustment of the economy to increasing import competition.

ANTI-TRUST ASPECTS OF EXPORT EXPANSION

Hard study needed of problems associated with anti-trust law application to export expansion

How does U.S. antitrust law affect the export expansion drive? Are there recommendations for policy and other changes? What has been the effect of foreign cartels and monopolies? What are the implications of price differentials in domestic and foreign markets?

The problems involved in antitrust law in connection with export expansion are numerous and difficult. They are beyond the ability of any committee to solve in the course of two sessions lasting less than one complete working day. The Committee, therefore, realizes that the most significant thing that it can do is to submit a few recommendations dealing with some of the major problems with which members are familiar. We recognize that we have necessarily omitted reference to other problems which will be of equal or greater significance.

It is for this reason that the Committee expresses its approval in principle of Senate bill 1255 providing for a Government commission to explore in depth all of the problems associated with the application of the antitrust laws to foreign commerce, as well as the exemption provided by the Webb-Pomerene Act. Only such a commission, given adequate staff, financing, facilities and support can expect to report adequately upon the problems which have been assigned to this committee.

What may be done now

The problems facing the U.S. in the development of its export trade are immediate. The balance of payments problem is acute. The country cannot afford to wait for one or more years while the problem is explored in depth. We, therefore, conceive it to be our duty to make recommendations for whatever steps can be taken immediately, or in the near future.

In our consideration of the problem we have found it impossible to separate export from overseas investment. Investments, joint ventures, licensing of patents and knowhow, are all important to the export trade of the United States. The members of the Committee are unanimous in their judgment that every business would prefer to manufacture in the United States and export its products abroad where it is at all possible to do so. Foreign investments, joint ventures and licenses are entered into *after* it has become clear that these ventures offer the only practical means of expanding business abroad. The alternative is not foreign manufacture or exports. It is foreign manufacture or nothing. We are also in agreement that foreign investments, joint ventures and licenses are ordinarily followed by an expansion of exports both immediately and in the long range.

Accordingly, we have divided this report into two parts. In Part I we recommend those steps, although we agree their effect will be limited, which can be taken at once within the framework of present laws and which will benefit the export trade of the United States. In Part II we have set forth certain examples which are typical problems faced by U.S. businessmen operating abroad.

PART I—The Committee expresses its appreciation to U.S. Assistant Attorney General William Orrick and Paul Rand Dixon, Chairman of the Federal Trade Commission, who participated in part of the Committee's discussions. Mr. Orrick stated that he would approve the extension of the Government's "railroad release" (advance clearance) procedure, now used in merger cases, to problems arising under the antitrust laws as applied to foreign commerce. We believe that although such clearances are not a com-

ALONZO B. KIGHT
Chairman, Committee 11

Vice Chairman—Claude L. Ganz; Liaison officer—Peter T. Jones, Deputy to the Secretary of Commerce.

plete answer, the institution of this practice would help to relieve the anxieties of business faced with antitrust uncertainties in their proposed foreign operations.

Five steps

We believe that such a program requires at least five elements:

1. There should be an announcement of this clearance procedure by the Department of Justice, or jointly by the Department of Justice and the Federal Trade Commission. The announcement should spell out clearly for the benefit of interested businessmen precisely the steps that must be taken in order to invoke the procedure and to obtain a meaningful clearance from the Department.

2. The clearance should state clearly the matters covered and not covered so that the applicant may know what has been cleared and what has not been cleared.

3. It should be a term of the clearance that it will remain in effect until revoked and for a reasonable time thereafter, which reasonable time is to be specified in the clearance letter, and should inform the applicant that the clearance will not be revoked or modified without giving the applicant an opportunity to show cause why it should not remain in effect.

4. The clearance should state specifically that while it is in effect and for a reasonable time thereafter, specified therein, no proceeding, civil or criminal will be brought by any government agency under the antitrust laws in respect of matters covered by the clearance against the party receiving the clearance or against persons acting in concert with him and relying upon the clearance.

5. The Federal Trade Commission and the Department of Justice have concurrent jurisdiction over many of the antitrust questions that may arise in the course of export trade. We believe that it would be undesirable to require businessmen to obtain dual clearances. Therefore, we believe that in the interest of efficient administration clearance should be granted by a single agency, which clearance should be effective for all antitrust prosecutions, both civil and criminal.

Rule of reason

There is a vast grey area in the interpretation of the antitrust laws. Such an area is to some extent inherent in legislation which has a scope and flexibility found to be desirable in Constitutional enactments. One of the basic premises of the antitrust laws since 1911 has been the "rule of reason." Reasonableness is by its very nature not a fixed concept and what may have been reasonable in one era and under one set of economic conditions is not necessarily reasonable under another.

We do not suggest that it is the duty of the enforcement agencies to do anything other than to enforce the antitrust laws, but the interpretation and the application of the antitrust laws today, although the words of the legislation have not changed, are not the same in scope and meaning as they were two generations ago under different economic conditions and in a different world environment. We would also suggest that an unreasonable restraint as applied to international commerce does not necessarily have the same meaning as an unreasonable restraint as applied to domestic commerce.

We believe, therefore, that the question of what is an unreasonable restraint of trade deserves reconsideration by the enforcement agencies, and that particularly in determining what is an unreasonable restraint of trade both for the purpose of granting clearances and for the purpose of prosecution the enforcement agencies take into account the economic problems of our era, including in such consideration those problems which have been developed by the increasing complexity and sophistication of international trade as well as the economic problems of the country as a whole.

PART II—The U.S. antitrust laws discourage and in many cases prevent U.S. companies from entering or retaining profitable foreign markets for exports either directly or through licensing and joint ventures. Foreign manufacturers are far more free to take full advantage of the opportunities. A few typical problems faced by U.S. businessmen operating in foreign trade are given in the following examples:

A U.S. company decides to appoint an agent or distributor for its product in France. The best agent or distributor available supplies a line of similar goods and is also an important customer because it incorporates the American's components in its finished product. The U.S. company desires to assure itself that its merchandise will not be returned to the United States as part of another product in competition with its own line. Under present antitrust laws an agreement preventing re-export to the United States would be in violation of our antitrust laws.

U.S. firms cannot limit the territories in which licensees or foreign joint ventures will operate without risking, in most cases, violation of U.S. antitrust laws. Therefore, they may run into competition from their own licensees or joint venture partners in their traditional U.S. markets.

For instance, Company A makes sophisticated electronic equipment in the United States and wants to license engineering knowhow in England. The license agreement includes provisions for the export of machinery and components from the United States. Under U.S. antitrust laws they cannot deny the licensee access to the U.S. market. Company A decided not to license and to forego substantial engineering fees and export sales because of the danger of building a competitor in

Committee members

Robert C. Becherer, Link Belt Co.

Rear Admiral John J. Bergen, John J. Bergen & Co., Ltd.

Harman Brereton, Eastman Kodak Co.

George B. Doughman, International General Electric Co.

Howard C. Eberline, Eberline Instrument Corp.

Claude L. Ganz, Dymo Industries, Inc.

Ernest Graupner, Sulphur Export Corp.

L. J. Hodge, Standard Cap & Seal Export Corp.

Alonzo B. Kight, Borg-Warner International Corp.

Joseph M. Kramer, Columbian Steel Tank Co.

John Lawrence, Dresser Industries.

Neil McElroy, Procter & Gamble Co.

H. E. Lorenz, Potash Export Association, Inc.

I. J. Minett, Chrysler Corp.

Israel Oseas, Attorney.

David Sarnoff, Radio Corp. of America.

M. H. Simmons, Plus Poultry, Inc. of Northwest Arkansas.

Macauley Whiting, Dow Chemical International.

its own home market. On the other hand, a foreign firm may often control the markets of its licensees and can establish a licensee outside without concern for competition in its home market. Under the present antitrust laws, the U.S. company is clearly at a disadvantage.

Seeks joint venture

Company B, a U.S. firm, wants to set up a joint manufacturing venture in Japan involving the export of supplies from the United States. On investigation they cannot find a legal way to prevent the Japanese company from shipping to the U.S. market. They abandoned the project resulting in a loss of potential license and export sales income to the United States.

Company C wants to acquire an interest in an Italian firm for the purpose of promoting U.S. exports. They find the otherwise well suited Italian company has agreements which with the participation of the U.S. company would be in conflict with U.S. antitrust laws. Company C is forced to drop the project and is unable to expand its exports as planned. A foreign company is under no such restrictions.

U.S. Company D, which wishes to do business in country X (a member of the Latin American Free Trade Area) finds that the local government requires it to participate in a joint venture which has monopolistic overtones, prohibited by the U.S. antitrust laws. The company refrains from doing this and the obvious result is loss of income to the United States.

Companies X, Y, and Z make somewhat the same product for the U.S. market. Each is interested in entering the Peruvian market with local manufacturing supplemented by the export of components from the United States. The market is small and can support only one plant. One U.S. company cannot afford to set up in Peru with the threat of competition from the other two. Two companies from Europe can join hands and lock up the market. The obvious result is more income lost to the United States.

Attached to this report is a statement by David Sarnoff, Chairman of the Board, Radio Corp. of America:

"The basic difficulty which the U.S. antitrust laws impose on U.S. business abroad is that they do not permit us to compete on equal terms with foreign business.

"This tends to discourage investment and participation by U.S. business in foreign enterprises. It therefore reduces U.S. income from abroad.

"When a U.S. company competes abroad with a foreign company it must comply with the foreign law to which the foreign company is subject. But our courts have held that the U.S. antitrust laws have extraterritorial effect. As a result, the American company also must comply with the U.S. law, from which the foreign company is immune. To illustrate, U.S. companies encounter obstacles under our antitrust laws if they participate with other American companies or with foreign companies in joint research, development or marketing programs abroad, or in the allocation of foreign marketing areas with such companies. Foreign companies are not faced with these obstacles.

"Instances of these inequalities appear in a staff report and memorandum of the Subcommittee on Antitrust and Monopoly of the Senate Committee on the Judiciary issued in 1955 pursuant to Senate Resolution 61 of the 84th Congress. I agree with the opinions contained in that report showing the difficulties encountered by U.S. business abroad because of the foreign application of our antitrust laws.

"The net result is that foreign revenues, which U.S. companies could obtain, go to foreign competition.

"I fail to see how it is in the best interests of the United States to place such restrictions on American business abroad. I believe that U.S. business abroad should not have to follow two different sets of rules. Let us require that, subject to our national interest, our businessmen follow only the rules of the country in which their business is transacted. In England, an American company should follow English law; in France, French law, and similarly in other countries. To require more places U.S. business at a serious competitive disadvantage.

"To any who might contend that this could in some instances adversely affect U.S. business, I believe that American businessmen would be sensitive to those matters which would adversely affect their business.

Affects national interest

"In addition, because this subject clearly affects the national interest, I suggest that consideration be given to creation of an organization to deal with it, with representation from the Department of Commerce, the Department of State, the Defense Department, the Department of Justice and the Federal Trade Commission. This organization would have authority to grant clearance from the extraterritorial application of our antitrust laws wherever the U.S. company involved believed this was in its best interests and could demonstrate that such clearance would not adversely affect the national interest."

World forum on management held in N.Y. last week

International Management group drew 4000 executives to meeting

Nearly 4,000 businessmen from all over the world gathered in New York City last week for the top world forum on management problems. The occasion was the 13th CIOS International Management Conference. The place was the Hilton Hotel at Rockefeller Center. The theme was "Human Progress Through Better Management," and the agenda was heavy with 189 papers delivered by experts at 8 plenary sessions and 52 symposiums.

The Comite International de l'Organisation Scientifique is a federation of management associations representing in turn some 250 other groups. The triennial Congress on the art and science of managing met in the U.S. this year for the first time in 25 years. Leaders from business, education, and government from more than 80 countries including several from behind the Iron Curtain, joined with some 2,500 Americans to hear the leaders in managerial practice and theory discuss and evaluate significant trends in their fields.

New nations represented

Special grants from the U.S. State Department and assistance from several foundations and corporations made possible the attendance of executives from many of the developing nations. Some 250 of them are remaining for a 4-week management course established by the U.S. host organization, the Council for International Progress in Management (CIPM), an organization of 22 management associations whose total membership is several hundred thousand.

Besides the 8 Special Management Conferences organized in addition to the Congress there was a Management Information Center, study tours which offered carefully planned meetings with well-known U.S. management leaders, and first hand observation of a variety of organizations in action.

David Rockerfeller keynoter

The President of the Chase Manhattan Bank, David Rockefeller, opened the Congress by presenting a plan for a volunteer "managerial task force of free enterprise," to be composed of executives

from firms in the industrial countries. Under the plan as he proposed it, members would serve from 2 to 3 years in units assigned to plan and organize special projects in areas where they were asked to provide assistance. Mr. Rockerfeller said that such services would be designed especially for developing countries.

"Under no circumstances would they be forced upon a nation against its will," he told the audience. Projects getting their attention would be those deemed essential to the country's economic development. Discussing his proposal in broad terms, Mr. Rockefeller suggested that members would continue to receive their full salary and benefits from their own firm while engaged in this proposed service.

Gear manufacturers' trade mission abroad studies markets in 5 European countries

Association group, approved by BIC, touring Continent through October 5 to find ways of increasing U.S. exports

A new industry-organized trade mission—the fourth such Government-approved industry mission—is touring 5 European countries September 14-October 5.

Under the auspices of the Commerce Department's Bureau of International Commerce, the American Gear Manufacturers Association Trade Mission is visiting the United Kingdom, West Germany, France, Switzerland, and Italy. The group hopes to obtain for American manufacturers a better understanding of the European market for gears, and to find a practical means of increasing trade with this overseas market.

European manufacture, transportation, handling, and marketing problems are being studied, markets analyzed, and contacts made with agents, importers, and Government officials.

Specialization

The seven industry members of the mission represent every phase of gear manufacturing in the United States. E. Jack Borisch, executive vice president of the Milwaukee Gear Co., is Mission Director. A member of the board of directors of AGMA and chairman of the Coarse-Pitch Gear Manufacturers' Product Group, his specialty is coarse-pitch unassembled industrial-type gearing.

William R. Alexander, a specialist in geared systems for aerospace applications, is director of engineering, Steel Products Engineering Co., Division of Kelsey-Hayes Co., Springfield, Ohio.

George T. Fogas is East Coast sales manager for the Indiana Gear Works Division of the Buehler Corp. in Indianapolis. His specialty is design and related engineering for aerospace gears and transmissions.

Gunnar E. Gunderson is chairman of the board and chief executive officer, Brad Foote Gear Works, Inc., Cicero, Ill. His specialties cover a wide area of industrial coarse-pitch gears and speed reducers.

Carl E. Overton founded his present company, the Overton Gear & Tool Corp., Addison, Ill., of which he is president. Mr. Overton's specialty is ground coarse-pitch gearing.

Chief of commercial and marine gear engineering for the Lufkin Foundry & Machine Co. of Lufkin, Tex., Robert Poland designs helical and herringbone speed reducers and increasers, oil field pumping equipment, marine gear units, and spiral bevel cooling tower units.

Raldo E. Shipman, president of Pennsylvania Gear, Inc., Sunbury, Pa., holds U.S. and foreign patents in automobile carburetion, textile machinery, machine tools, mechanical reset counters, gas gearings, static and dynamic balancing machines.

Dudley A. Hendrick, Assistant Director of the Industrial Equipment and Components Division of the Commerce Department's Business and Defense Services Administration, is Coordinating Officer of the Mission.

ITALY'S IMPORTS RISE

Italy's January-May imports totaled 1,888 billion lire, an increase of 24.3% over the 5 months of 1962. Exports were 1,265.9 billion lire, an increase of 7.8% from last year. The trade deficit of about 622 billion lire ($1 billion) was 80% above 1962. Trade with other members of the European Economic Community accounted for over one-third of all exports and 32% of all imports.

IN HIGH GEAR BEFORE TAKEOFF: Gear manufacturers' trade mission, with AGMA and Commerce officials. L. to r., back row—Eugene Braderman, Director, BIC; members Overton, Alexander, Poland, Fogas, Hendrick; and John Sears, executive director, AGMA; front row—Mission Director Borisch; Franklin Roosevelt, Jr., Under Secretary of Commerce; and Shipman. Member Gunderson in Europe.

U.S. electronic gear to be on display at Stockholm exhibit

Products to range from nuclear measuring devices to transistors

A wide range of electronic equipment will be shown at the U.S. export promotion exhibition at the Stockholm Technical Fair. The event, scheduled to open Sept. 27, will be held through Oct. 3.

Twenty-two U.S. firms will offer their products for sale to buyers and agents from Sweden, neighboring Scandinavian countries, and other European customers.

U.S.-made electronics equipment to be shown at this important Nordic commerical event includes nuclear measuring devices, electronic meters and connectors, transducers, temperature gauges, ultrasonic cleaners, thickness testers, plotting systems, and various medical and dental equipment and devices. Also to be exhibited are auto testing equipment, power hand tools, video tape recorders, and transistor radios.

Not open to public

The Stockholm Technical Fair is sponsored by the Stockholm Chamber of Commerce. The 1962 fair was visited by over 56,000 trade and industrial buyers and technicians. This fair is not open to the general public.

Daniel L. Goldy, Deputy Assistant Secretary for Business Development and Administrator of the Department of Commerce Business and Defense Services Administration, will represent the United States at the opening of the U.S. pavilion. He will also officiate during "America Day" ceremonies scheduled for Sept. 30.

This is the second export promotion exhibition the Bureau has staged in Stockholm. Twenty-three U.S. firms displayed their new consumer goods at the St. Erik's Fair, Aug. 28-Sept. 8. The U.S. exhibition at the St. Erik's Fair was attended by nearly 166,000 fairgoers who showed strong interest in the American-made products.

The U.S. exhibition at the Technical Show is part of the Bureau's accelerated export expansion program.

WELCOMES VISITORS: Secretary of Commerce Luther H. Hodges, representing the U.S. at the Levant Fair in Bari, Italy, welcomes visitors to the U.S. pavilion. Other fair pictures appear on pages 28-29.

Sales run high at Italy's Levant Fair; one exhibitor sees millions in sales

$60,000 worth sold in 5 days; future sales expected to be high; Secretary Hodges represents U.S. at Sept. 10 opening day affair

Approximately 195,000 persons visited the U.S. pavilion during the first 5 days of the International Levant Fair in Bari, Italy.

A total of $87,000 worth of U.S. goods were exhibited at the event. Of this amount, $60,000 worth was sold during the first 5 days. The 13 day fair closed Sept. 23.

As a result of the 5-day sales report, fair authorities estimated future sales for 1963—$555,200; for 1964—$1,197,000.

Secretary of Commerce Luther H. Hodges represented the United States at the fair's opening and appeared pleased with the U.S. exhibition. Hodges also represented the U.S. at the America Day ceremonies Sept. 11.

At least one U.S. exhibitor predicted a large sales volume ahead for his firm. Secretary Hodges asked Robert G. Wilson, president of Barbecue King, why he decided to enter this fair.

King, whose firm manufactures restaurant barbecue equipment, replied, "I have participated in three other commercial fairs and this program is the greatest sales promotion means available to the American businessman and also a means of introducing and selling American products. I see millions of dollars ahead in the future in the European market."

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Shoe and leather exhibit to take place in Athens

The 5th annual exhibition of shoes, leather, leather products and auxiliary materials will be held Jan. 25-Feb. 2, 1964 in Athens, Greece.

U.S. participation, which may be directly or through local representatives, will be limited to shoe and leather manufacturing machinery. The event will be held in the Zappeion Hall in Athens.

The Greek Shoe and Leather Association in Athens is sponsoring the fair.

Buyers throng into U.S. Pavilion at Bari, Italy

Company representatives reported estimated sales in excess of a half a million dollars in 1963, over $1 million in 1964 as a result of their exhibits at the 13-day Levant Fair that closed September 23rd. Photos show agents of the U.S. firms explaining their machines to Italian businessmen.

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"This is America's biggest chance"—Watson

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

The reduction of this country's balance of payments, like pennant hopes of the White Sox, has lately been a continual prayer for next year. Last week, as you may have noted, 302 knowledgeable authorities, representing industry, labor and education, autopsied the situation.

President John F. Kennedy, half of his cabinet, Ambassador Christian Herter and a sizeable number of other top level policy makers were on hand to talk, listen and to enjoy the sumptuous dining at inn-keeper Roger Sonnabend's Mayflower Hotel.

In the aftermath this week, "Little White House Conferences" are taking place from coast to coast, presided over by returning delegates.

The affair, in retrospect, was handled with aplomb, beginning the moment of registration when badges and booklets were dispersed by fashionable and serenely lovely maidens indicating that the National Park Services is not the only Government agency concerned with scenic wonders.

The Mayflower ballroom, gold-gilt polished like a mine-sweeper expecting the Admiral, chandeliers sparkling as bright as Christmas at the Gabors, gave splendor to this first star-studded foreign-business conference between Industry and Government.

Robert Dwyer, a delegate from Oregon, at the final moments walked the few steps across the gray and yellow carpeting on the hallway from mealtime to meeting room. "This Conference was run by arsonists," he said. "Enthusiasm will burn clear to Puget Sound. We have developed a zesty, drum-fire attack of international fence busters."

The Conference urged re-examination of restrictions on trade with the Soviet Bloc, more foreign investments, tax incentives for export increases and revisions where taxes hindered overseas trade, the strengthening of cooperation with organized labor, equalizing ocean freight rates and improving foreign credit insurance.

It was a working businessmen's conference, with free and frank speech. Several recommended one more committee be established with the assignment to make certain that conference views be considered by Government and a judgment made.

Evangelical fervor appeared in the sessions when Secretary Hodges insisted in bristling, barbed-wire language that sternly honest advice be proffered. Dean Robert C. Weems, Jr., of the University of Nevada's College of Business Administration, declared the conference might be the most important since World War II.

Thomas Watson, Jr., President of the International Business Machines company—which presently does $800 million in foreign trade and expects it to grow to $3 billion—and a Vice Chairman of the Conference, summed it up. "This is probably America's big chance in world commerce. The Secretary inspires confidence. After the past two days, his foreign trade program has all United States business leaders with him all the way."

Secretary Hodges has balanced judgment, an effervescent personality with a lasso smile and mellow wisdom. There are businessmen of high heart and strong hands helping him.

At a large press conference, following the session, in answer to a question whether the United States might not run into self-sufficient nations by 1970 on agricultural products—especially chickens—Hodges replied grinning, "If they give us until 1970, I have enough confidence in American ingenuity that by then we will have invented a new chicken."

Minneapolis firm 10th in Minnesota to win 'E' award

Exports now more than 60% of company's total sales

A Minneapolis firm which manufactures parts for special purpose vehicles last week became the 10th company from Minnesota to win an "E" award.

Under Secretary of Commerce Franklin D. Roosevelt Jr. presented the award Sept. 23 to NAPCO Industries, Inc., at a ceremony in Secretary Luther H. Hodges' office in Washington, D.C. The award was accepted by Max E. Rappaport, president of the firm.

The blue and gold citation, signed by Secretary Hodges for President Kennedy, states that the company made spectacular gains in overseas markets despite highly competitive conditions.

Exports jump

Through skillful and concentrated marketing: efforts overseas, NAPCO has increased its percentage of overseas sales from 29% of total sales volume to 62% in 3 years. The percentage of export sales increased to 63% of total sales in the first half of 1962.

Boldly waging an imaginative and well-rounded overseas program, NAPCO opened overseas offices in nine foreign countries and staffed them with fulltime multi-lingual personnel. The firm also did the following:

Intensified its advertising in foreign publications, making the name NAPCO a familiar and respected trademark; took steps to broaden its relations at home with foreign embassies and purchasing missions; and conducted tours of plant facilities for foreign businessmen.

Also, a new company, owned jointly by NAPCO and an Indian interest, was formed to manufacture automotive gears in India. This company, the first of its kind in India, has created close marketing ties between India and NAPCO and has provided a new market for forgings and other standard U.S. products.

In addition to the citation, the Minnesota firm was given a blue and white "E" pennant to fly over its plant, and "E" lapel pins.

NAPCO joins a long list of over 330 U.S. companies and organizations which have won "E" awards since the beginning of the program in March 1962.

Recession levels off as Argentina prepares to install new president; U.S. share of market decreases

Investment Guaranty Agreement with U.S. is expanded; local output cutting into U.S. machinery, auto component sales

Argentina is scheduled to return to constitutional government on October 12, when Dr. Arturo Illia takes office. In anticipation of this event, the Buenos Aires stock exchange became more active, the peso showed renewed stability, and scattered signs in other sectors of the economy confirmed the recession's leveling off, according to the U.S. Embassy in Buenos Aires.

Noticeable agricultural recovery followed the rains which broke last year's drought, and this development is expected to release new demands for industrial goods. New investment is stimulating industry, notably in petrochemicals and motor vehicle components, and further stimulation is expected from a housing program which the Government is to launch shortly.

Exports of agricultural products have been high, and there have been some encouraging results from the Government's fostering of so-called "non-traditional" exports.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Export balance

Argentina's export trade receipts for the first 5 months of 1963 totaled $550 million and imports were valued at $423 million. This favorable trade balance and the sucessful conclusion of refinancing agreements with European creditors, Japan and the Export-Import Bank made for an increase in Central Bank reserves and improved the immediate balance-of-payments outlook. The Government's serious budgetary deficit was a continuing cause for concern, however.

A protocol was signed on June 5, extending the Investment Guaranty Agreement between the U.S. and Argentina to cover risk of expropriation, war risks and damage resulting from civil disturbances. This is expected to stimulate the flow of new investments from the U.S. into Argentina and offset somewhat the adverse effects of depressed conditions on the import trade. The U.S. share of Argentina's imports dropped to 25% for the first 4 months of 1963, as against 29% for calendar 1962. To a large extent, this decrease reflects the depressed Argentine industrial sector.

U.S. sales to Argentina were most adversely affected by the shrinkage in Argentine purchases of machinery and motor vehicle components. The rapid growth of an automotive subsidiary industry in Argentina is changing the pattern of Argentina's imports of machinery and components.

Fighting deficit

At the end of the second quarter, the Treasury's cash position was difficult and the Government was determinedly resisting pressures which would add substantially to required expenditures. Even so, the deficit for the fiscal year seemed certain to top 65 billion pesos (roughly $475 million). Meanwhile the financial position of the private sector had changed substantially. Whereas, earlier, banks did not have loanable funds, in the second quarter their resources were considerably expanded by reason of Government expenditures based on deficit financing, and a common complaint was that the banks were too conservative and were refusing to use their new resources in expanding credit. In these circumstances, the Central Bank took measures to induce commercial banks to use their available resources.

Hopeful

Although prospects for immediate trade improvement were not good, it was hoped that possible Governmental action to stimulate economic activity, Christmas shopping, and the psychological effects of the return to constitutional government would give a lift to trade in the last quarter of 1963.

In industry, production declines appear to have halted and activity in several lines has increased. Nevertheless, sales remained depressed in iron and steel, machinery and automobile manufacturing industries, and the chemical and textile industries. Argentine production of television sets and radios was about 25% of pre-1962 production. Domestic demand for crude petroleum and petroleum products continued to decline.

Restrictions were lifted, as of July 1, 1963, on the use of electric power by industry in the Federal Capital and Greater Buenos Aires area. Miscellaneous other restrictions on power use in force since early 1961 were to be eliminated as of September 1. Added generating facilities at the Puerto Nuevo and Central Buenos Aires electric plants made these measures feasible.

Prospects for the 1963-64 crops continued to improve with adequate to abundant rainfall in most areas. The 1962-63 corn and sunflower harvests declined from the previous crop year by 18% and 45%, respectively, and small grain crops were generally poor. However, agricultural exports as a whole held up well. Heavy exports of livestock products and fruit offset a decline in grain shipments in the first half of 1963.

High world sugar prices resulted in export sales which were large in relation to Argentina's total production and domestic requirements. Sales of the new crop, which started to move out in June, totalled about 260,000 metric tons, most of which was headed to the U.S.

A new Livestock Recovery Commission was established to propose measures to stimulate recovery following last year's

drought and heavy slaughter early this year. The Commission's report urged reduction of taxes, improved availability of credit, greater export market development efforts, and the application of advanced technology to improve both quality and quantity of meat products. Loans were made to ranchers to seed a total of 242,000 hectares (1 hectare equals 2.471 acres) of pastures.

Duties lifted

Duties and surcharges on imported fertilizers were removed. A commercialization fund was established for the Grain Board; the 25% reduction in taxable income on sales of steers was extended to lighter weight animals; and a program was announced to provide additional funds for land purchases by tenants.

The traditional animal industries accounted for approximately half of the value of total Argentine exports, while imports of every major category except food-stuffs declined. Machinery is still the largest import group, accounting for 58% of the customs clearances effected in the first 4 months of 1963, and the U.S. is still the major supplier, although competition is growing stronger.

The leveling off of the long decline in economic activity brought some comfort to the Argentine worker. Prices continued to rise, but at a reduced rate. The Federal Capital index recorded a steady increase in wage rates, but unemployment continued to be a subject of preoccupation and controversy.

Transport planning

A newly appointed Argentine Transport Planning Group, was to report to the Minister of Public Works in September on overall transport planning.

Railway earnings have been running behind projected estimates while operating costs have risen. Hence the ceiling of National Treasury support for the railways in the fiscal year ending October 31, 1963, had to be almost doubled by a supplementary budget decree of July 12. The new amount approaches a quarter of a billion dollars and accounts for a great part of the prospective national budget deficit.

The state-owned Buenos Aires subways were converted into a separate, semi-autonomous organization by a decree of June 6, 1963. A national highway budget of $109 million for the period of November 1, 1962 to October 31, 1963 was approved in July 1963. The state-owned airline, Aerolineas Argentinas, announced its withdrawal from active membership in the International Air Transport Association (IATA) pending settlement of a disagreement on rate matters. Domestic airlines received financial relief through Decree No. 3878 of May 13, 1963, which doubled the rate payable by the postal administration for the transport of air cargo, retroactive to January 1, 1963.

The state-owned river and overseas shipping firms intensified their respective programs for the disposal of superannuated vessels. Four freighters are under construction for the Argentine State Lines, 2 in Spain and 2 in Argentine yards. The state-owned river fleet was intervened by a Decree of June 6, 1963. The state interventor was charged with drawing up a new statute within 90 days. Four modern passenger ships, now nearing completion in Spanish yards are scheduled for incorporation in the Montevideo and Asuncion services.

Microwave coming

Arrangements have been concluded for a microwave telecommunications system to connect Buenos Aires and Montevideo, via Colonia, Uruguay. Installations are to be completed and in operation within 20 months of the signing of the contract with SADECO, S.A. (local representatives of General Telephone and Electronics International, and Marelli-Lenkurt), on May 13, 1963.

More than one-third of the current budget of ENTEL (Empresa Nacional de Telecommunicaciones) has been allocated to the installation of 24,500 new telephone lines and other expansion and rehabilitation undertakings to improve services. Long distance services are to be improved and a long distance dialing system from Buenos Aires and Santa Fe is scheduled.

The National Radio and Television Commission, which was reconstituted early this year, contemplates the gradual allocation of licenses covering several TV stations and a number of low-powered radio stations in various interior cities. Radio stations in Buenos Aires have been plagued by financial stringencies resulting from reduced advertising revenues and general depressed economic conditions.

SHELL EXPANDING

Shell will expand its activities in Italy with regard to both refining and marketing. Refining is to be expanded through enlargement of the La Spezia refinery and construction of a 4-million ton refinery at Taranto. Marketing will be improved through strengthening the over-4,000 service stations and the creation of new stations to replace those previously leased from APIR and now transferred to Gulf. Shell is also participating in planning the pipeline which is to link the Northern Adriatic with Bavaria.

Morocco planning facilities to handle influx of tourists

Total expected to reach 1 million next year; 2 projects announced

Tourism continues to be Morocco's fastest growing industry, according to the U.S. Embassy in Rabat. The record influx of summer tourists and the announcement of a number of investment projects, including 2 which between them involve an initial investment of $2.8 millions, draw further attention to this development.

The major project announced was the formation of the Société Africaine de Tourisme, of which the Caisse de Depot et de Gestion (a Moroccan Government corporation) and the Banque de Paris et des Pays Bas each will hold half the shares. The new company will establish a series of hotels and other tourist facilities along both the Atlantic and Mediterranean coasts. The initial investment is reported at about $2 million.

Bungalow colony

The Caisse de Depot et de Gestion is also joining with SOMADET, a Government corporation which built a "village de vacances" on Tangier Bay, in the construction of 200 bungalows and a 100-200 bed hotel at Mdiq. Work is to be completed by June 1964, and the investment will be on the order of $800,000. This development is located just south of Maroc Tourist's bungalow colony at Restinga, which will be expanded by the construction of additional bungalows and a 130-room hotel.

Other long-range projects announced by the Ministry of Tourism include plans for the improvement of certain existing facilities and the construction of new ones, as well as a hydrofoil ferry service across the Straits of Gibraltar.

The number of tourists arriving in Morocco gives sufficient reason to believe that these projects will be profitable. The Ministry of Tourism reported 500,000 tourists already this year, with 600,000 to 650,000 expected by December 31 and 1 million next year. The various bungalow colonies in northern Morocco are booked solid; hotels in Tangier are close to full, and double ferry services have been necessary on several occasions to carry the tourist influx.

Italy provides excellent market for U.S. industrial machinery

Rising labor costs boost investments in automatic machinery; higher living standards bring luxury goods within buying range

American businessmen who want to sell industrial machinery abroad should not overlook the potentials for increased export trade with Italy. Domestic manufacturers of these products were unable to supply the demand in 1962, and as a result, Italian imports rose one third over the 1961 level to a total of some $786 million. Therefore, the opportunity exists to promote American products and to create a continuing demand for them.

Italian production of industrial machinery and equipment increased approximately 9% in 1962, despite widespread strikes for about 2 months during the latter half of the year. All sectors of the industry showed increased growth, except machine tools, where production fell 15% below 1961 levels. Higher labor costs have resulted in increased finished product prices of 10% to 15%.

Return to normal working conditions in 1963 will permit Italy to satisfy domestic demands more readily, but sales prospects for U.S. suppliers appear undiminished in the fields of technically advanced and special purpose machines and equipment.

Italian output of machine tools should reach record levels in 1963 as increased production capacity becomes available. There is greater emphasis on highly automated machine tools using both punch card and magnetic tape program systems. Prospects for U.S.-made machinery are excellent, although limited primarily to specialized and automated equipment.

Textiles busy

The textile machinery industry, which is concentrated in Northern Italy, has been working close to capacity and has invested heavily in new machinery and plant facilities. At the same time, Italian imports of U.S.-origin machinery rose from $3 million in 1961 to $4½ million in 1962. West Germany remains the leading supplier with some $22.4 million worth of exports into Italy.

Air conditioners remain beyond the purchasing range of the great majority of Italian families. Sales are concentrated in the areas of economic well-being in the North Italian cities, together with Florence and Rome. Package air conditioner sales rose from about 10,000 units in 1961 to 20,000 in 1962. Sales of central air conditioning systems remained near the 500 unit level in 1962. While household air conditioning is not expected to be a major market for several years, industrial air conditioning sales have caused domestic producers to operate at capacity throughout the year.

On the other hand, household air conditioning sales could be greatly stimulated through adoption of selling methods designed to educate the general public to the virtues of air conditioning, such as the sales of washing machines, which have grown tremendously in the last 10 years.

U.S. refrigeration sluggish

Domestic demand for industrial and commercial refrigeration continues from the warehouse and shipbuilding industries. Sales of U.S.-made systems are few because they cost a reported 20% to 30% more than Italian or other European plants.

In 1962, as in 1961, chemical and petrochemical companies were the major purchasers of industrial pumps. Demand from the new government-supported industrial centers of southern Italy stimulated 1962 production. In this area, however, privately owned domestic industry found it difficult to compete with the 2 large pump manufacturers owned by state-controlled industrial groups (NUOVO PIGNONE of the ENI complex and Termomeccanica Italiana) and with foreign and particularly West German manufacturers. Domestic firms meet stiff competition, also, from foreign products favored with special customs exemptions intended to promote industrial development in southern Italy. Prospects for increased U.S. industrial pumps and compressor sales are bright for special purpose equipment and goods designed for technically advanced uses.

Production of food processing machinery reached a record value of $52.5 million in 1962, an 8% increase over 1961. Production was concentrated in pasta-making machines. There was also a rapid development in the area of frozen and canned foods, as well as extensive plant renovation. Milling and grain processing machinery remained at 1961 levels, as did dairy, candy, wine and oil processing machinery production. Greater increases in output are anticipated for bottling and food packing equipment and expanded sales for U.S. machinery appear promising.

Italy remained a net importer of paper making machinery in 1962. Sales of U.S. machinery rose from $770,000 in 1961 to $1.5 million in 1962. Rumors indicate the possibility of new Italian plants to be located in southern Italy, especially for the manufacture of packing paper making machinery.

Printing boom

On the other hand, Italian printing machinery achieved record production levels in 1962, possibly as high as a 20% increase over 1961. Sales of U.S. equipment more than doubled, from $1.4 million in 1961 to $3 million in 1962, and were concentrated in package printing machinery and other special types of equipment not available in the Italian or other European markets. More than half of this machinery is over 25 years old and has been overdue for replacement.

In summary, rising labor costs, coupled with labor problems, have induced many industrialists to invest heavily in automatic machinery. According to some estimates, total labor costs increased approximately 30% during 1962.

Also, potential markets for replacement equipment in the machine, tool, food processing and printing machinery sectors of industry are promising. Sales of air conditioning, industrial and commercial refrigeration, pumps and compressors are expected to increase as rising Italian living standards bring luxury merchandise within buying range, and make it necessary for Italian foodstuff producers to invest in labor-saving machinery to meet both domestic and foreign competition. But continued short term delivery dates, availability of service and American technical know-how, will still be the best sales approach for American businesmen who wish to sell their products in Italy.

Editor's Note—This article was prepared for publication by J.H. Broome, Office of Industrial Equipment, BDSA, U.S. Department of Commerce, and is based on material submitted by airgram from the U.S. Consul General in Milan, and on a Business Survey made by a private U.S. firm for the U.S. Trade Center soon to open in Milan.

Growing Venezuela restricts imports of textiles and non-electrical cooking goods

Maracaibo gives tax exemptions to attract new industry; 2 U.S. firms among 12 selected to bid on Guri Dam equipment; Alliance project popularizes savings and loan institutions

Venezuela adopted import restrictions on a number of products during July and August, as exchange reserves continued to expand in a generally healthy business climate.

The import of woolen fabrics into Venezuela was restricted on July 25. Locally produced woolen fabrics are divided into those containing not more than 30% of other fibers (Type A) and woolen fabrics containing more than 30% but not more than 49% of other fibers (Type B). Importers who wish to obtain an import license for woolen cloth or cloth mixed with wool must purchase 10 meters (not less than 130 centimeters wide) of locally produced "Type A" or "Type B" for each meter they wish to import.

As of August 20, a license is required for the import of the following non-electric products: cookers, small ranges, portable stoves, toasters and parts and accessories for such items.

Stop issuing licenses

The Ministry of Fomento has indicated that no further import licenses will be issued for assembled electric refrigerators or kerosene stoves. Gas and kerosene refrigerators, and any type of domestic water heaters will continue to be imported under license.

The Corporacion Venezolana de Guayana has announced that the contract for the first stage of the construction of the Guri Dam Project had been awarded to a consortium consisting of Kaiser Engineers and Constructors, Inc., Macco International, Tecon International, Merritt Chapman and Scott Overseas Corp., C. A. Constructora Christiani and Nielsen. Three officials of the Corporation have visited Washington to arrange for a World Bank loan of $85 million to finance part of the project's first stage.

The Corporacion Venezolana de Guayana also announced the selection of 12 companies deemed eligible to submit bids for the design, manufacture and delivery of 2 alternators for the hydraulic turbines, vertical, 185,000 KVA, with their drivers and voltage regulators, to be installed at the hydroelectric plant. Among the 12 were 2 American firms, Westinghouse Electric International and General Electric. Bids will be accepted until November 20, 1963.

Intensify export effort

"I want to emphasize three main points. First, exports create job opportunities.

Second, labor shares with management a responsibility for promoting the expansion of exports.

Third, the dynamics of our total trade policy, particularly in relation to the developing nations of the world, require an intensification of our export efforts."

—W. Willard Wirtz, Secretary of Labor

Maracaibo industry

In an effort to attract new industry, the Municipal Council of Maracaibo has announced that new industries in the area will be granted exoneration from municipal taxes for 10 years.

The installation of general services to the newly formed Maracaibo Industrial Area is underway; power lines have been installed; water is available from the twin pipelines that serve Maracaibo proper which run through the center of the area. The first new plant to be completed in the zone will be the canning factory of Envases Venezolanos del Zulia. In addition, 5 other companies are reported to have plans to build factories.

Business and industry remained at high levels in July. The budget of 6,349 million bolivares ($1.4 billion at free rate of exchange) was passed as presented by the Administration. Central Bank purchases of dollars in July, which included the quarterly oil company payments, brought gains of $130 million in exchange reserves for 1963, and foreign exchange reserves stood at $705 million, the highest point in 28 months.

There was very little fluctuation in the dollar quotation on the stock exchange during July.

On July 23, the President of the Central Bank in his capacity as Governor for Venezuela of the International Monetary Fund announced that the International Monetary Fund has entered no objection to the continuation of the present system of multiple exchange rates in Venezuela until the end of June 1964.

Bank of America

The Bank of America opened an office in Caracas on August 9. An official of the Bank of America stated that this new office was opened to facilitate their relations with Venezuelan banks and enterprises with which they have been doing business for over 15 years. In 1962, the Bank of America made approximately $800,000 available for financing the Venezuelan cotton crop and during 1963 plans to make loans of approximately $4 million to Venezuelan agricultural and cattle interests.

The Superintendent of Banks announced that there are 456 separate banking offices in Venezuela composed of 37 banks, with 146 branches and 273 banking agencies.

The Venezuelan Congress authorized several bond issues and loans in August: **(1)** authorization for the Corporacion Venezolana de Guayana to contract foreign loans of up to $85 million for partial financing of the first stage of the Guri Dam Project, **(2)** authorization for the government-owned Compania Anonima de Administracion y Fomento Electrico (CADAFE) to borrow up to $14 million from foreign sources as partial cost of a power transmission line from the Guayana region to the central and eastern parts of Venezuela, **(3)** authorization for the National Government to issue treasury notes worth 30 million bolivares to pay the milk subsidy part of the settlement of the recent milk strike, **(4)** authorization for the National Agrarian Institute to issue 20 million bolivares in national bonds, and **(5)** authorization for the National Government to issue 50 million bolivares worth of national bonds.

The opening of a savings and loan association in Valencia brought the total of such organizations in Venezuela to 6. Nine other associations are in the final stages of organization and 10 more are

in the preliminary stages. These have all resulted from a joint venture of the U.S. and Venezuela under the Alliance for Progress.

Despite increased security measures to guard oil fields and installations, acts of sabotage continued. However, the oil industry has limited damages to a minimum, with comparatively small loss of petroleum and production.

As of July 28, the Corporacion Venezolana del Petroleo (CVP) had produced 1 million barrels of oil mostly from its wells in the Barinas field. The production was processed in the CVP refinery at Moron and the products distributed through the CVP's retail gas stations. The Senate has authorized an assignment of 1,200 hectares in the Boscan field to the CVP, which plans to drill 4 wells this year and 2 next year to produce enough asphalt to supply the local demand of some 4,000 barrels per day.

Petroleum production through July, 1963 was 3,278 million barrels per day, 2.08% over the similar period of 1962. It is estimated that 1963 production will show an increase of about 2%.

Iron ore production continues to decline. The average monthly production of iron ore through June 1963 is estimated at 881,000 metric tons, compared to 1,116,000 metric tons for the similar period of 1962, a fall of 21.04%.

A governmental decree of August 14 gave the government-owned Compania Anonima de Administracion y Fomento Electrico (CADAFE) authority to borrow $14 million to finance part of an electrical transmission network from the Guayana region to the Central and Eastern parts of Venezuela to distribute power from the Guri and Macagua power plants on the Caroni.

Another decree authorized the University of the East to borrow up to $1 million from the Inter-American Development Bank for the purchase of teaching equipment and materials and to pay the salaries of experts required to use such equipment or materials.

Export promotion

The Venezuelan Government has ready for promulgation (but has not yet issued) an amendment to the Exchange Control regulations to permit the exportation of certain merchandise without an export license. According to the proposal, goods made from 50% or more of native raw materials will not be subject to a prior export license, and the foreign exchange derived from such transaction will be readily converted at the free rate of exchange, last quoted at 4.54 Bolivares per dollar.

The Venezuelan Development Corporation (CVF) has recently accepted bids for the public sale of the machinery, equipment and other assets, including the trademark Olympia, of Industrias Olympia, S.A. a local food processing plant which was taken over by the CVF.

Instituto Nacional de Obras Sanitarias (INOS), the Venezuelan autonomous waterworks agency, has announced the proposed expenditure of more than 7 million bolivares (one bolivar equals US $0.22 at free rate) to install water supply and sewage systems in Punto Fijo. The waterworks, which is expected to cover the installation of 60 kilometers of pipes and tubes, will serve a community of some 3,500 houses.

Greek tourist boom stirs foreign business interest

In the first 5 months of this year, 57,301 tourists visited Greece, compared with 45,634 in the corresponding period in 1962.

The continuous increase in the number of tourists reflects the greater part played by private groups in the promotion of tourism. Until recently, the task of establishing tourist facilities lay with the Greek Tourist Organization. However, the tourist trade is now attracting the interest of foreign businessmen; for example, one group intends to spend some $12 million on the development of a holiday resort on the northeast coast.

As the number of tourists has increased, foreign exchange earnings have risen: in the four months January-April 1963 they amounted to $20 million, whereas in the same period of 1962 they totaled $16 million.

New Tunisian refinery to seek crude oil supply

Work is expected to be completed on the new refinery at Bizerte, Tunisia by October 10. Following approximately a month of testing, the refinery is scheduled to go on stream between mid and late November 1963.

Employing between 350 and 360 persons, this 8 million dinar installation is expected to produce between 1 and 1.5 million tons of refined products per year. Required needs for Tunisian consumption would amount to about 600,000 tons per year. It was also announced that this refinery would shortly issue an international call for bids on the supply of crude which would be directed to countries "both of the East and the West."

Finnish industrial fund gets $7 million World Bank pledge

Funds will diversify economy thru aid to smaller industries

The World Bank and its affiliate, the International Finance Corporation, have agreed to join in providing the equivalent of over $7 million in loan and share capital to the Industrialization Fund (Teollistamisrahasto Oy), of Finland, an institution established in 1954 to finance small and medium-size industry in Finland.

The combined World Bank and IFC operation is part of a fundamental reorganization being carried out by the Industrialization Fund to enable it to make a wide range of finance and technical assistance available to smaller industrial firms in Finland.

One of the major objectives of the Fund will be to assist in the development of the capital market in Finland by engaging in underwriting operations, by the sale of equity participations and by other means. The participation of foreign investors in its share capital will not only increase the total resources of the new institution but also serve as a link with foreign financing and business enterprises.

Following a large expansion in the country's main industrial activity, the wood products industry, which has already been assisted by World Bank loans totaling $96 million, industrial growth in Finland at present calls for a greater emphasis on other manufacturing activities. Prospects appear promising for expanded sales abroad of specialized Finish engineering products, chemicals and quality consumer goods.

The removal of Finnish import restrictions since the restoration of financial stability and the association of Finland with the European Free Trade Association, require the modernization and rationalization of home market industries to enable them to meet increasing foreign competition.

NORWAY'S JAPANESE SHIPS

Norwegian shipping companies have since May 1, 1963 signed contracts with Japanese shipyards for delivery of 9 tankers, totalling 590,000 d.v. tons.

Danish demand for garment leathers continues, U.S. producers could increase their high share of market

Denmark imports her principal requirements of garment leathers from the U.S. With the stepped-up demand for leather garments, however, U.S. tanners may be able to obtain an increased share of this market.

A small market might also be developed for quality shoes, but the number of retail outlets which could handle these are limited, according to the U.S. Embassy in Copenhagen.

Denmark's tanners produced 989 tons of sole, industrial, and other heavy leathers and 20,268,000 square feet of upper, lining, glove, garment, fancy and other light leathers in 1962. Production in 1961 amounted to 1,236 metric tons and 20,539,000 square feet, respectively.

Imports needed

Certain types of leather, however, are not produced in sufficient quantities to satisfy the domestic demand and various quantities of these—cattle and kip upper, sheep and goat leathers, and patent and reptile leathers—must be imported.

Total leather imports in 1961 amounted to 1,645 metric tons, but dropped slightly to 1,643 metric tons in 1962.

Although the United States is the principal supplier of Denmark's requirements of sheep and lamb leathers, trade in other types is insignificant. In spite of the disadvantages U.S. tanners face, such as higher tariffs and transportation costs, the current rage for leather garments has increased the demand for garment leathers. It is believed that the U.S. might well increase its already sizable share of the Danish market in this field. As a matter of fact, some Danish importers have complained of being unable to locate U.S. sources of supply.

West Germany, the United Kingdom, Sweden, and France are Denmark's principal foreign suppliers for other types of leather imports.

Inasmuch as Danish shoe manufacturers do not produce footwear in the wide range of sizes and widths as do U.S. manufacturers, and although the size of the population and the current level of consumption do not warrant carrying a large variety of widths, some limited market might be developed for high-quality, high-priced U.S. shoes. The number of retailers handling quality footwear, however, is limited to 10 to 15 outlets.

When importation of footwear into Denmark was completely liberalized on July 1, 1961, after some 30 years of severe restrictions, imports skyrocketed while domestic production declined.

It is expected that imports will continue to rise but at a more moderate level than in the first full year of liberalization and will ultimately level off at a rate of about 25% of domestic production.

U.S. exports of leather to Denmark in 1962 and the first half of 1963
(in square feet)

	1962	First half of 1963
Cattle and kip side upper leather, grain, black, except lining and patent	16,433	—
Cattle and kip side upper leather, grain, except black, except lining and patent	46,240	2,127
Cattle and kip side upper leather, finished splits, except lining and patent	24,231	—
Calf and whole kip upper leather, except lining and patent	4,817	721
Goat and kid upper leather, suede finish, except lining and patent	9,578	9,618
Goat and kid upper leather, except suede finish, except lining and patent	7,545	934
Sheep and lamb upper leather, including lining except patent	1,877,309	604,012
Cattle and kip patent upper leather	13,495	9,217
Upper leather, not elsewhere classified, including lining and patent, not elsewhere classified	—	2,475
Leather, glove and garment, sheep and lamb	596,001	278,537
Leather, glove and garment, pig and hog	—	6,280
Leather, glove and garment, not elsewhere classified	29,318	11,132
	2,624,967	925,053
Cattle and kip side upper leather, wax and rough splits, except lining and patent (in pounds)	5,445	1,268

Danish consumers consider American styled shoes too conservative compared with the Italian shoe fashions.

Italy was the principal supplier of men's and women's shoes, followed by West Germany, the U.S., and France. The U.S. and France were the chief suppliers of children's shoes.

U.S. shoes accounted for only a very modest share of the Danish market. Preliminary U.S. statistics show that only 1,899 pairs of nonrubber shoes were exported to Denmark in the first six months of 1963, but there were no U.S. exports of these to Denmark in the first six months of 1962.

Frankfurt Center show is valuable for firm in Ohio

Company develops trade leads at exhibition of housewares

An Ohio firm, previously unrepresented in Europe, participated in the Aug. 21-Sept. 6 Housewares Show at the Frankfurt, Germany Trade Center.

As a result, the Enterprise Aluminum, Co., Inc., of Massillon, has developed several good prospects in West Germany and Switzerland for its line of cooking utensils of stainless steel and aluminum.

David J. Zuver, president, and George A. Glock, vice president, were in Frankfurt for the entire show. After many conversations with visitors and visits to various outlets handling related products, the two company officials were able to determine that a market exists in Europe for their products.

Both executives also traveled to Basel and Zurich, Switzerland in search of business. From Swiss businessmen they learned that Enterprise's electric percolators are marketable in Switzerland if the product is adjustable and functions on 220 volts and carries the proper type of plugs.

How valuable was participation in the Trade Center show?

Vice President Glock said "the information obtained because of our participation in the Show would have taken us many many months to develop ourselves and undoubtedly would have required an outside consultant to assist us; the costs would have been many thousands of dollars greater."

U.S. and Canada hold high-level talks on mutual trade problems

Review both countries' measures to reduce payments deficits; each emphasizes importance of easy access to other's market

The 8th Meeting of the Joint U.S.-Canadian Committee on Trade and Economic Affairs was held in Washington September 20 and 21. The delegations included the 2 countries' cabinet-level officers charged with Foreign Affairs, Finance, Commerce, and Agriculture.

It was noted that each country is the other's largest export market. Canadian Ministers urged that access of Canadian exports to the U.S. market should not be obstructed by special measures. In this connection they referred to quota restrictions maintained by the U.S. on imports of lead and zinc, Canadian matured cheese and to problems of access for certain other products of importance to Canadian trade. U.S. members took note of these points, and explained the importance of continued access for U.S. products to the Canadian market, and their concern over any possible measures which might adversely affect such access.

Automotive trade

There was a frank discussion of the views of the 2 Governments on the trade between Canada and the U.S. in automobiles and automotive parts. The Canadian members explained their view of the nature of the problem in relation to Canada's balance of payments and the urgent need to deal with it. The U.S. members expressed concern that any measures adopted should not artificially distort the pattern of trade in this industry or interfere with the normal exercise of business judgement.

The Committee noted recent favorable economic developments in both countries and the encouraging prospects for the near future. At the same time they agreed on the importance of continuing policies which will further stimulate economic growth and provide more employment.

The Committee discussed the balance of payments of both countries and the measures that each is taking to reduce its deficit. The U.S. members reviewed recent developments in some detail and called attention to some problems, including increased exports of long term private portfolio capital for which the proposed interest equalization tax was designed as a partial remedy.

Canadian Ministers stated the determination of the Canadian Government to take positive and constructive measures to reduce the substantial deficit in Canada's international trade in goods and services. Meanwhile, however, Canada would continue to need net capital imports to offset this deficit. There was a full and frank discussion of the proposed U.S. interest equalization tax and the proposed Canadian investment tax measures.

The Committee established a technical working group which will review the balances of payments of the 2 countries.

The members of the Committee emphasized the importance they attach to the success of the forthcoming multilateral trade negotiations under the General Agreement on Tariffs and Trade. They agreed that satisfactory progress in reducing barriers to world trade in agricultural products would be a key element in these negotiations.

The Committee agreed on the importance of continuing to assist the economic development of the less developed countries. Canadian Ministers indicated that the Canadian Government was reviewing its aid programs with the aim of increasing the volume of its economic assistance. Both countries recognized the need for international action to expand the trading opportunities of less developed countries.

ITALY BUYS ALUMINUM

In the first 6 months of 1963, Italy imported 32,887 tons of aluminum and its alloys, as compared with 25,261 tons in the first half of the preceding year. Exports of aluminum and alloys were about 3,800 tons.

U.S. will foot bill for fueling-at-sea tanker equipment

8 contracts already signed; several conditions attached

The Maritime Administration has announced that installation of fueling-at-sea equipment on new U.S. flag tankers will be paid for by the U.S. Government as a National Defense Feature.

The Navy Department has certified that limited fueling-at-sea capability is of sufficient value and importance to warrant installation on future tanker construction. A total of $330,000 was allotted in December 1961 from the Maritime Administration budget to pay for fueling-at-sea equipment on 11 tankers then under construction. Eight contracts, totaling $147,940, have been entered into to date. In order to assure that tankers built in the future for U.S.-flag operation will also incorporate this equipment, the Maritime Administration has authorized its Office of Government Aid to negotiate with tanker owners to provide for the installation at Government expense.

Several conditions are applicable to such installations. If the ship is requisitioned by the Government, the amount paid to the owner will be exclusive of the depreciated cost of the equipment, unless the owner has previously reimbursed the Government. If the ships are subsequently approved for foreign ownership or registry, the depreciated cost of the equipment is to be repaid to the Government.

Vegetable oil sale brings loans to private U.S. firms

Agreement has been reached between the U.S. and Tunisia on an amended program under Title I, Public Law 480, for the sale of $1.1 million worth (including certain ocean transportation costs) or about 8.8 million pounds of vegetable oil.

The proceeds from this sale will be used for loans by the Agency for International Development to private U.S. and Tunisian business firms; loans for economic development; and for payment of U.S. obligations abroad.

U.S. denies export rights to Canadian and British firms, and their owners

1 shipped U.S. bearings to Cuba and misled Canadian officials; other fails to answer charges of acting as "front" for banned firm

A Canadian and A British firm, and their controlling officers, have been denied U.S. export privileges in separate Bureau of International Commerce actions.

Ralph Malach and his firm, Ralph Malach Industries of Toronto, Canada, dealers in automotive parts, have been denied all U.S. export privileges for attempted transshipment of automotive bearings from Canada to Cuba in violation of U.S. export control law.

The Bureau of International Commerce's denial order, effective September 16, 1963, bars Ralph Malach and the named firm from all U.S. export privileges for 2 years and places them on probation for an additional 3 years. The order also applies to Saxony Manufacturing Company, Ltd., of Toronto, which is principally owned and controlled by Malach.

The order is based on a 1961 transaction involving the sale and attempted transshipment by Malach from Toronto to Cuba through the U.S. of U.S.-origin automotive bearings which were included in a shipment of 485 cases of bearings valued at $84,781.

False statement

The Bureau said that Malach purchased the bearings from Canadian suppliers for sale and export to a Cuban customer, knowing that some of them were of U.S. origin, and that U.S. law prohibited the shipment of such commodities to Cuba. He, nonetheless, in his application to the Canadian authorities for a permit to export the bearings to Cuba, falsely stated that all of the bearings were of United Kingdom origin. He knew he would not be granted a permit to ship U.S. bearings to Cuba.

The Canadian authorities accepted Malach's certification as true and granted the export permit. Malach then exported the bearings by air from Toronto in-transit to New York with ultimate destination Havana. U.S. Customs authorities in New York, relying upon the Canadian customs declaration filed by Malach stating the goods were of non-U.S. origin, and accepting the Canadian export permit as having been validly obtained, permitted 35 of the 485 cases to be transshipped to Cuba before discovering that the packages remaining at the airport in New York contained U.S.-origin bearings. These 450 cases were returned to Canada, and were seized by the Canadian Government.

Malach was prosecuted by the Canadian Government for criminal violation of its export control law, convicted and fined.

G & E Faerber, Ltd., Birmingham, England, and 2 officials of the firm, have been denied indefinitely all U.S. export privileges for failing to provide information concerning their purchase and disposition of U.S. electronic equipment.

The Bureau of International Commerce's order, effective September 17, also named Gunther Faerber and his wife, Elli, the company's responsible officials.

No answer

The Bureau said that its Investigations Division sent Faerber a written questionnaire asking it for pertinent details concerning 2 of its purchases in 1963 of U.S. electronic tubes valued at $4,200. No answers were received.

The Bureau stated it has reason to believe that the Faerbers have been knowingly acting as a "front" for Electrical Agencies (London) Ltd., London, and Walter J. Berger, Kenton, Middlesex, England. Both Berger and Electrical Agencies are prohibited under U.S. law from dealing in U.S. commodities. In 1953, Electrical Agencies was denied all U.S. export privileges by the Bureau for the duration of U.S. export controls for illegally transshipping U.S.-origin goods to Soviet bloc destinations. Berger, managing director of Electrical Agencies, was 1 of 3 British individuals and 6 British firms which the Bureau in August 1962 found acting for Electrical Agencies in procuring U.S. goods and similarly denied them U.S. export privileges.

The Bureau said its denial order was issued to prevent the Faerbers from obtaining other U.S. goods while they refuse to account for their prior transactions, and that it will remain in effect until they furnish the requested information.

The order prohibits all 3 persons, their companies, and all other persons and firms related to them, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf in any such transactions; to do so would subject such parties to a separate denial of U.S. export privileges.

AID-financed exports passed $201 million mark during August

47 states share in foreign sales; 80% of AID funds return to U.S.

Production of $25 million in foreign aid financed goods by U. S. industry was recorded by the Agency for International Development during August, bringing the 1963 total past $201 million.

The monthly summary is based solely on foreign sales of goods traceable to the state of production in letter-of-credit transactions exceeding $10,000. Figures represent purchases of essential products and materials in developing products and materials in developing Free World countries with credits furnished under U.S. development loans or grants administered by AID.

Normal channels

Procurement of the extensive categories of industrial, commercial, and agricultural goods used in individual countries' economic development programs takes place generally through normal commercial channels and by competitive bid procedures. The Agency, while administering use of funds, also assists U.S. suppliers by promulgating bidding information and specifications furnished by the overseas buyers, whether firms or governments. Under current AID policies more than 80% of economic aid funds are obligated for expenditure within the U.S.

Leading states in aid financed production last month were Michigan, Maryland, Ohio, and New Jersey. Of the 47 states that shared in aid orders over the 8-month period, the top 10 are: New York, Pennsylvania, Massachusetts, Ohio, Michigan, Maryland, New Jersey, Texas, Illinois, and California.

Foreign Government Actions

Special Colombian measures decreed in fiscal drive

President moves under new law for tax, administrative shifts

Colombia's President Leon Valencia has decreed important fiscal and administrative changes under a special-powers law signed August 20th. The changes include:

- A 20% surtax on the income tax and its supplements for the tax years 1962 and 1963.
- A 30% surtax on inheritance and gift taxes.
- A requirement that commercial banks purchase long-term Government bonds up to 5% of their deposits.
- Creation of a monetary commission to study exchange policies.

The President is also empowered to decree various other Government-efficiency and revenue-raising measures, including:

- Increases in valuations of urban and rural properties.
- A sales tax of 3 to 10% (except on foodstuffs, school-books, drugs, and exports).
- Fees for import licenses.
- Changes in administration.
- Combating of speculation and hoarding.
- Modification of free-port status of San Andres.

Spain to grant credits for ship refrigeration

Spain's Minister of Finance has authorized the granting of credits for installing refrigeration equipment in fishing vessels of between 250 and 500 tons, according to the *Official Bulletin of Spain*. The credit may be used for acquiring Spanish and imported equipment.

Authorized credits amount to about $2.5 million. The credits may cover up to 70% of the value of the equipment installed and may extend for up to 4 years. They may be used only for vessels less than 8 years old, and the interest rate will be 4.6%. These credits are available to shipowners who are interested in installing the refrigeration equipment on their vessels. The Bank for Construction Credit will handle the credits, which offer an opportunity to U.S. manufacturers and exporters.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Burundi's investment code offers liberal incentives

The Kingdom of Burundi's investment code promulgated on August 6 is intended to attract private foreign investment and encourage expansion of existing enterprises, the U.S. Legation in Usumbura reports.

Tax concessions are granted for up to 5 years (25 years in exceptional circumstances), and a guaranteed right to expatriate each year up to 5% of the capital investment is also provided.

Copies of the law are available on loan from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or from your nearest Department of Commerce field office.

Ethiopia boosts excises on sugar, cotton goods

Ethiopia has raised excise taxes on sugar, cotton yarns (including those with any amount of artificial fibers), and cotton piece-goods, the U.S. Embassy in Addis Ababa reports.

The increases are: on sugar, from 4 to $6 per 100 kilograms; on cotton yarns, from 4 to 6¢ per kilogram; and on cotton piece-goods, from 10 to 14¢ per kilogram. The new excise schedule on all three applies both to local production and to imports.

Under a new turnover tax law (effective from August 14), retailers must charge a 1% tax on the sale of most commodities.

Minister runs Guatemalan investment guaranty law

Guatemala has placed full responsibility for processing applications for investment guaranties in the Ministry of Economy, according to the U.S. Embassy in Guatemala City.

Regulations effective August 22 replaced those of a year earlier (Aug. 30, 1962, amended Jan. 28, 1963) which had established an unwieldy reviewing committee. The only substantial change is that the Ministry of Economy is charged with the primary responsibility for both accepting and reviewing applications for investment guaranties.

The Ministry may call upon other Government agencies for consultations on individual applications. The regulations do not change the list of projects automatically exempted from consideration (INTERNATIONAL COMMERCE, Oct. 29, 1962, p. 26).

Turkey grants redemption of NATO contractors' bonds

A Turkish decree (*Official Gazette*, September 7) permits NATO (North Atlantic Treaty Organization) contractors to redeem at any time the savings bonds they are required to purchase out of an established percentage of their earnings in Turkey.

Recently, the compulsory amount to be invested in savings bonds has been 3% of income, the maximum under the 1961 law. Redemption of the bonds will be at face value and without deduction of interest already received.

The recent decree also waives for NATO contractors the fines assessed or pending for delays in purchasing bonds.

CORRECTION

In last week's article, "Iran Opens Gate to Entry of Certain Trucks and Cars" (INTERNATIONAL COMMERCE, September 23, page 32), it was erroneously reported that "a new commercial profits tax of 60 rials ($7.80) per kilogram is imposed on chassis for trucks up to 1-ton capacity." The correct figure is $0.78 per kilogram.

NORWAY HOSTS DEVELOPERS

Some 30 industrial development experts from Asia and Africa toured Norway Sept. 21-28 to study industrial plants as well as private and public measures for development of small industry.

Philippine companies look for assistance from U.S. concerns

Industrial parks and production of wine and beer, pharmaceutical items or fertilizer call for equipment, capital, technical assistance, joint ventures, licenses

A number of Philippine companies want assistance from U.S. firms to build a fertilizer plant, develop industrial parks and make pharmaceutical products, as well as beer, wine and certain food products. To further these projects, the firms are seeking capital, technical assistance, licenses or joint ventures.

- A 40% equity interest is offered U.S. investors who are able to provide capital, equipment and technical know-how in the brewing and wine-making fields by a newly established Philippine firm. The company began the production of beer made from tuba, a form of sap obtained from coconuts, in January 1962. Because of quality control problems, production ceased in December.

Technical assistance provided by U.S. investors is required to prevent acidification of the bottled product, eliminate its sour smell, attain a long shelf life for the end product, and develop other beverages from tuba such as tuba cider, sweet and dry coco wine, coco champagne, coconut milk and flour.

The equipment required by the firm includes a bottle washer, pasteurizer, filter press, cooler, packaging machine, and additional laboratory equipment. Total U.S. investment required by this family-owned business is estimated at about $170,000.

Write Arguelles and Company, 379-D Matienza Street, San Miguel, Manila, P.I.

- A manufacturer of drugs and pharmaceutical products seeks license arrangements with U.S. manufacturers to add to lines produced under Italian, Norwegian and German licenses. Write Lexal Laboratories, 2231 Espana, Manila, P.I.

- A project is now in its promotional stage to build a urea fertilizer plant. U.S. financial participation of about $15 million is sought.

The project management firm also wants to contact an American concern that specializes in the development of industrial parks through joint ventures or direct investment.

Write to Philippine Investment Management Consultants, Inc., 300 Filoil Bldg. San Luis Street, corner Taft Avenue, Manila, P.I.

Help for investors

Are you considering investment in emerging areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202, WOrth 7-4065.

Sardine cannery considered by Zanzibar Government

The Zanzibar Government and the Neptune Fisheries Ltd., a Greek firm, have formed a joint venture to establish a commercial fishing industry based on the export of sardines.

The new venture, known as the Zanzibar Fisheries Development Co., Ltd., is considering the substitution of its smoke-curing plant for a modern but small cannery. The Government would like to locate a U.S. firm capable of running a small cannery operation and marketing the product.

Further details may be obtained from the Bureau of International Commerce, Office of International Investment, File 1-2031-2, IRD (G), Department of Commerce, Washington, D.C. 20230.

Glassware manufacture urged in Ecuador

The potential for the manufacture of table glassware in Ecuador has recently been explored. The Spanish-language study, completed by the Ecuadorian Development Center (CENDES), is now available to U.S. investors. Some 64% of the 850 tons of glassware purchased in Ecuador in 1961 was imported. CENDES estimates that by 1970 annual domestic demand will have increased to 1,300 short tons.

Since one third of the glassware produced domestically is of low quality, CENDES believes that there is a sufficiently good market to encourage establishment of a plant with an annual capacity of 600 tons, principally of good quality drinking and wine glasses.

The proposed plant, together with the present production of low cost and poor quality glassware, could expect to satisfy 93% of the domestic market. Fine crystal and glassware would still have to be imported.

U.S. investors may obtain copies of the report and other details concerning the survey from CENDES, P.O. Box 2321, Quito, Ecuador.

Korean chinaware manufacturer asks capital, know-how

New equipment, expanded facilities needed to take advantage of domestic and export markets

A leading Korean manufacturer of china and ironware is interested in U.S. equity participation in order to expand his plant. Capital amounting to $400,000 is required to improve present production facilities and to bolster working funds.

The firm's proposal calls for the procurement of a decorating kiln, two sets of crushing rollers, two sets of semi-automatic cup-polishing machines and a cut-glass polishing apparatus. Expansion plans also include construction of a new decorating plant, a drying room, modernization of the forming plant and installation of a modern conveyor system.

The prospects for the Korean company, both for expanded domestic sales and for export, are said to be encouraging. The firm believes that, with U.S. financial, management and technical assistance, its competitive position in the Orient will be improved.

For further information, write to Bureau of International Commerce, Office of International Investment, File 3-3262-1, IRD (B), Department of Commerce, Washington, D.C. 20230.

Varied technical help wanted by overseas firms

Licensing and joint-venture arrangements with U.S. firms are sought by a number of European and New Zealand manufacturers for varied industry and consumer products.

Air-brake contactor units

England. License sought to produce a range of unit-type A.C. air-brake contactor units, accessories and associated electrical control gear for incorporation in firm's electrical control panels. Edward Holme & Co., Ltd., Moss Lane, Altrincham, Cheshire.

Air filters

France. Manufacturer of air and liquid filters and floaters seeks U.S. licensing rights on air filters for motors. Ets. Raymond Proust, S.A., 5-7 Place de l'Adjudant-Vincenot, Paris 20e.

Controls

Germany. Manufacturer of electronic and controlling equipment seeks license to manufacture numerical controls for machine tools. Arrangement could develop into a cross-licensing program, including use of each other's production and sales organizations. Dr. Masing & Co. K.G., Berliner Strasse, Erbach/Odenwald.

Electrical switches

New Zealand. License sought to produce electrical switch and control gear by manufacturer of 150 amp. fuse switch. Switchgear & Associated Enterprises, Ltd., P.O. Box 238, Hastings.

Electronic components

France. Manufacturer of printed circuits and control equipment seeks license to make industrial and technical electronic equipment and components—principally printed and modulating circuits. Soc. de Technologie et de Realisations Electroniques, rue Moulin Trouchard, Coulommiers (Seine et Marne).

Enamelling process

Germany. License sought for production of one-coat enamelling process for sheet metal and metal castings. Firm says it can use up to 50 tons of metal monthly for process. It manufactures enamels for industrial purposes, foundation and coating enamels for sheet metal and metal castings and wet enamels. Dipl. Ing. Walter Eckhoff, 50 Lindenstrasse, 497 Bad Oeynhausen.

Paper products

Netherlands. Manufacturer of bituminized and waxed papers seek license to make silicone-coated release paper. Sanders Paper Industries, K.V., Gelreweg 27, Eerbeek.

Paper products manufacturer seeks license to produce paper packaging material, cartons and boxes. Wings, Zandbergweg, 49, Breda.

Pharmaceutical products

Portugal. License sought to manufacture pharmaceutical specialties. Firm's products —sulfonamides, antibiotics, vitamins, biologicals, glandular derivatives, tonics and other pharmaceutical specialties—are sold in many Portuguese pharmacies. Firm recently completed installation of new and modern drug manufacturing facilities. Laboratorio Farmacologico J. J. Fernandes, Venda Nova, Amadora.

Upholstered furniture

Germany. Manufacturer of mattresses and all types of upholstered furniture seeks license to produce mattresses and patented reversible upholstered furniture such as television recliners and sofa beds. Hermann Schwarz, Hauptstrasse, 7322 Donzdorf, Wuerttemberg.

Manufacturing openings for U.S. firms

Process for direct smelting of sulfide minerals to metal; production of prefab farm buildings, railroad tank car offered

U.S. firms are offered manufacturing opportunities for smelting and manufacturing processes by firms in Australia, England and Sweden. Licensing arrangements are available for the following: (1) A process for direct smelting of sulfide minerals to metal in one operation, (2) production of prefabricated wooden farm buildings and (3) a special railroad tank car that can carry two different liquids or a liquid and a pulverized product at the same time.

Additional information on any of these products may be obtained on a loan basis from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate file number given below.

Smelting process. A developer of a new process for direct smelting of sulfide minerals to metal in one operation seeks one or more U.S. licensees. The Australian processing smelter will provide a detailed description of the process to interested U.S. smelting firms. **File 1165.**

Farm buildings. U.S. licensees are sought for the production of prefabricated farm buildings made of wood. The English firm's three basic buildings include:

1. Poultry housing for laying units, broilers and rearing stock designed to give a layout that will ensure the best results from the birds at a reasonable capital investment.

2. Pig housing, a 36′ by 26′ size for up to 120 animals having floor feeding, movable metal partitions, center feed and side dunging passages.

3. Beef housing, various forms of housing have been designed for intensive beef production utilizing slats or bedding, with stocking densities of 17 sq.ft. to 35 sq.ft. per beast. **File 1166.**

Railroad tank car. License is offered for the construction of a new Swedish railway tank car which has a diaphragm device allowing a full load of two different products without mixing or contaminating them.

The tank is of conventional design, but is fitted with a flexible separating wall of rubber which serves as a double filling and emptying arrangement suspended between the two longitudinal halves of the tank. With this device, the tank can also be divided into several compartments or can be fitted with separating walls. Besides being used for the carrying of liquids, it can be adapted for transporting a liquid and a pulverized product. **File 1167.**

Tie-ups asked for heaters, deep-freeze display cases

A firm in the Netherlands seeks license or joint-venture arrangement to make deep-freeze display cabinets for supermarkets and gas heaters for domestic use. Eurofreeze N.V., Hardenberg (0).

Drugs, chemicals sought by Pakistan Government

The Director of Supply, P.I.D.C. House, Motijhell, Dacca 2, Pakistan, is requesting bids for drugs and chemicals under three tenders.

The first for 33 drugs and chemicals is tender No. S-6/67/Med/63-64. The closing date for bids is 9:00 a.m., October 8. The time of opening bids is established as 11:00 a.m., October 8, 1963. Public Tender forms are available from the Director's Office upon the payment of Rs 5 (U.S. $1.05) per set.

Among the listings in the schedule are chloropromazine, succinyl sulfathiazole, prochlorperazine, aminophyline and primazine sulfate, principally in tablets; quantity and packing specified. Suitable security deposit to the extent of 10 percent will be required from successful tenderers, if necessary.

Tender No. S-6/66/Med/63-64—medicines issued by the aforementioned source under same conditions, lists 38 medicines and 7 X-Ray chemicals, chiefly in ampoules, among which are injection a.t.s., pethidine hydrochloride, glucose solution 25 percent; morphine sulfate, iron i.m. (iron dextran complex), tetracycline i/m and desony corticosterone acetate.

A third tender is open under the same conditions as above. Tender No. S6/77/Med/63-64—drugs and medicines covers 19 drugs and chemicals among which are sulfathiazole, cocaine, procaine, eserine salicylate, tolbutamide, ether and paraffin.

One copy of the tender documents is available for review by firms located in the U.S. in the Chemical and Rubber Division, BDSA, Rm. 4413, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-3420).

NATO project in Italy opened to U.S. bidders

A new project in Italy, estimated to cost $180,800, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

NATO project No. 190 calls for construction of an ammunition depot at Grosseto. Included in the work are buildings, revetments, roads, hardstands, fencing; sanitary, electrical and heating facilities, as well as water distribution and a 50 cu. m. underground tank. Completion time is 280 calendar days. Bid opening date is about November 18.

U.S. firms interested in bidding should submit their applications to bid on a prescribed form before October 8, to Ministero Difesa-Aeronautica, Direzione Generale Demanio, Ufficio Studi—1 Segione, Rome, Italy, referring to project No. 90.

The prescribed form is available on request to eligible U.S. firms from the Commodity Export Promotion Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230.

Firms not already certified as eligible to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff as described in a brochure on NATO International Competitive Bidding Program.

Greek Government offers printing machinery tender

The Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens, Greece, offers a tender with a bid deadline of October 14 for the purchase of three (3) pieces of printing machinery described below.

One automatic printing press with a max. sheet printed size of approx. 50 x 70 cm., and a printing speed of approx. 3000 sheets per hr.

One offset type one-color or two-color press. May be cylindrical or flat. Output speed to be from 500-5000 sheets per hr. up to paper of 70 x 100 cm. dimensions. Regulated ink feeding and regulation of plate or cylinders for printing thin and thick paper.

One full monotype installation consisting of the perforating machine and the compressed air installation. Also, the necessary moulds, one ton of monotypic paper, and one ton of monotype metal (composition 10% tin, 16% antimony, and the remainder lead).

A copy of the tender is available on a short-term loan basis to firms domiciled in the U.S. from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: WO. 7-5589).

Farm tractors, trailers requested for Ceylon

The Ministry of Land, Irrigation & Power, Colombo, Ceylon, wishes to purchase 32 diesel wheel tractors and 32 trailers.

Closing date for bids on this tender is October 29.

Copies of the tender may be obtained by firms located in the U.S. from the ACME Division, BDSA, Department of Commerce, Washington, D.C., 20230.

Greeting card agencies sought by New Zealand

Seven Seas Publishing Co., Pty., Ltd., 31 Harris St., P.O. box 1431, Wellington, New Zealand, desires agencies for a full range of publications and greeting cards from U.S. firms not represented in New Zealand.

In addition to children's painting and other books, novels, sporting and hobby publications, the manager, Mr. R. Reynolds is very interested in obtaining an exclusive agency for fiction paperbacks. Interested parties are to contact Mr. Reynolds direct.

Printed books, booklets, children's picture and painting books, and atlases may be brought into New Zealand at present from any source without an import license, free of import duty.

Brochures, pamphlets, leaflets, newspapers, journals, periodicals, and comics have been allotted 100% of 1960 licenses for the same categories and are also duty-free.

Hong Kong invites bids for tunnel construction

The Secretary, Tender Board, Colonial Secretariat, Central Government Office, Lower Albert Rd., Hong Kong, invites tenders for the construction of tunnels and intakes between Plover Cove and Tai Po Tau.

The project, public works department contract No. 73, comprises the construction of:

1) a concrete-lined tunnel 26 to 30 ft. in equivalent dia. and approx. 6 miles long;

2) partly-lined branch tunnels 8 to 15 ft. in equivalent dia. having a total length of approx. 3½ miles;

3) a partly-lined subsidiary tunnel, 10 to 15 ft. in equivalent dia. approx. 2½ miles long;

4) a concrete-lined tunnel 8½ ft. in equivalent dia. approx. 330 ft. long and having its inverts below sea level throughout its length; and,

5) various associated stream diversion, intake and other works.

Tender forms and particulars can be obtained from the Consulting Engineers, Scott & Wilson, Kirkpatrick & Partners, Madison House, Nathan Rd., Kowloon, Hong Kong upon deposit of HK $400 (approx. US $72.00). Deposits will be refunded upon receipt of bona fide tenders.

Tender forms in duplicate must be delivered to the Secretary's office at the address given before noon November 1 and all tenders must include a list of previously-executed works of a similar nature and magnitude to receive consideration.

Greece plans construction of railway bridges

The Greek State Railway (SEK), 31 El. Venizelov St., Athens, Greece, invites tenders for the procurement of materials, the construction and finishing, erection, placing and painting of steel trusses of railway bridges over the Axios and Vardarovassi Rivers of the new Thessaloniki-Platy Line.

The project is estimated at US $1,000,000.

Closing date for tenders is October 22.

A copy of the tender (not numbered) is available on a short-term loan basis to firms located in the U.S. from the Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-3601).

Bid deadline extended

Empresa Puertos de Colombia, the Government of Colombia Port Authority, Bogota, Colombia, has extended the deadline for submission of bids under licitacion No. 43 for dredging and filling in the Maritime Terminal of Cartagena. (INTERNATIONAL COMMERCE September 16, p. 35).

The deadline for submission of these bids has been extended from October 4 to 10 a.m., October 15.

Bids should be sent to Empresa Puertos de Colombia, Division de Administracion y Finanzas, Carrera 10, No. 15-22, Piso 6, Bogota, Colombia.

Power transmission lines requested by Iraq

The Ministry of Industry, Republic of Iraq, invites tenders from qualified firms for the supply, delivery and erection of steel or concrete towers, conductors, insulators and accessories for about 500 km. (approx. 311 miles) of electric power transmission lines.

The project, located in Central Iraq, will involve facilities for single and double circuit 33 kv and 11 kv power lines for transmission and distribution.

Firms wishing to bid may obtain two sets of the tender documents and specifications, consisting of five volumes, until October 27, from:

1) Secretary of the Committee for Opening Tenders, Ministry of Industry, Baghdad, Iraq; 2) Embassy of the Republic of Iraq, Washington, D.C.; 3) Messrs. Electrobel Traction et Electricite, 1, Pl. du Trone, Brussels, Belgium.

A non-refundable payment of Iraqi Dinars 25 ($70) plus $11.50 to cover air mailing charges from Baghdad to the U.S. is required. One set of the tender documents and specifications is available for review only in the office of the Building Material and Construction Industries Division, Rm. 4002, BDSA, Department of Commerce, Washington, D.C., 20230.

The project is identified as "Contract No. 5/9C/19," and tenders will be accepted by the Secretary of the Committee for Opening Tenders, Ministry of Industry, Baghdad, Iraq, until November 27.

Supply of bitumen desired in Hong Kong

The Secretary, Tender Board, Colonial Secretariat, Hong Kong, invites tenders for the supply of 14,000 lt. (15,680 short tons) of bitumen.

Prices should be quoted on the supply of penetration grades 40/50, 50/60, 60/70, and 80/100 in both bulk and drums for delivery to Kowloon areas. Contractural period will run from April 1, 1964 to March, 1965.

Tenders and a 5 lb. min. sample of each grade must be submitted before 12 noon, Oct. 11. Tenders should be submitted to the Secretary, Tender Board, Colonial Secretarist, Central Government Office, Lower Albert Rd., Hong Kong. Samples should be sent to the Contracts Section, Stores Dept., Oil St., North Point, Hong Kong.

Ceylon wants chemicals for rubber-processing

Associated Motorways, Ltd., 185 Union Pl., Colombo 2, Ceylon, has issued invitations to tender for the supply of 34 organic, inorganic, and rubber-processing chemicals for the rebuilding of car and truck tires and for the manufacture of bicycle tires and tubes.

Tender closing date is October 19.

Copies of tender documents may be obtained by firms located in the U.S. from the Chemical and Rubber Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-2090).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

★★ NETHERLANDS—Trade Mission

Seeks agency for raw cotton. Van Peski and Co., Kipstraat 7A, Rotterdam. WTD 9/5/62. I.R. 395.

121 Bituminous Coal

MOROCCO—Coal, caliber 0-10 mm., ash content 7% max., humidity 8%-9%, volatile material approx. 33%; requires 15,000 mt. for shipment by November 1 in two lots of 7,500 mt. each; requests cabled quotation fob East Coast port. Societe Marocaine Charbonniere et Maritime, 24 Blvd. Mohamed el Hansali, Casablanca. Cable, TEREM.

200 Food

BELGIUM—Canned soups, (bisque, lobster); sauces; all kinds. S.P.R.L. Sodexpan, (importer, exporter), 1a rue du Bastion, Bruxelles.

SOUTH AFRICA—All types of groceries; rice; confectionery products. N. Bhoola & Sons, Pty., Ltd. (importing distributor), P.O. box 171, Durban, Natal. WTD 2/14/63.

SPAIN—Meat products, canned meats; also liquid starches. Direct purchase and agency. Hijo de Tomas de Armas Quintero, (importer, exporter, agent), Puerta Canseco No. 12, Santa Cruz de Tenerife, Canary Islands. WTD 8/29/63.

203 Canning, Preserving Foods

NORTHERN IRELAND—Prunes: quote prices cif Dublin in 1,000 (30 lb.) lots. Request prices from producers only. Agency for Northern Ireland and Republic of Ireland. Raisins: Please quote prices cif Dublin in 1,000 case (30 lb.) lots. Request prices from producers only. Agency for Republic of Ireland. W.G. Buchanan & Son, 8 Corporation St., Belfast. WTD 4/9/63.

204 Grain Mill Products

GABON—Balanced rations for laying hens—minimum 16 tons per month; requests information on formulas and prices. M. Freel,

Société Agricobois, (poultry farm), B.P. 345, Libreville.

209 Food Preparations

★★ NETHERLANDS—Trade Mission

Wishes to represent in EEC manufacturers of linseed cakes, corn gluten feed pellets, dehydrated alfalfa pellets and cotton seed oil cakes. Van Den Akker Agenturen N.V., Rivierstraat, Rotterdam. I.R. 409.

220 Textile Mill Products

BELGIUM—Imitation crocodile and any other new or novelty fabric in raincoat or sportswear field. Dematex-mako, (importer, exporter, wholesaler, manufacturer), 4 Hugo Verrieststraat, Roeselare. WTD 9/4/63.

NORWAY—Synthetic textiles such as poplins, also heavy materials, for the manufacture of sportswear, beachwear. Norges Kooperative Landsforbund, (purchasing and manufacturing organization for cooperative retailers), 2 Revierstredet, Oslo. WTD 7/2/63.

SWITZERLAND—Printed and woven nylon cloth; furnishing fabrics; requests replies from manufacturers only. Direct purchase and exclusive agency. Weberei Eschen AG., (manufacturer, importer, exporter, selling agent), Postfach 23560, Schaan, Principality of Liechtenstein. WTD 10/25/62.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Bed sheeting, muslin, 6-7 oz. in 63", 72", 80", 90" widths—approx. $175,000 worth annually: requests replies from manufacturers. Sample of the type sheeting desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674). A.H.A. Traders, Pty., Ltd., (Australian Hotels Assn.), 418 Elizabeth St., Sydney, N.S.W. (branches in all states) Mr. D. Ross.

Muslin pillowcases: 6-7 oz. in 20" X 30" envelope type. Mr. D. Ross, A.H.A., Traders, Pty., Ltd., (Australian Hotels Assn.), (co-operative buying organization for hotels, motels), 418 Elizabeth St., Sydney, N.S.W.

224 Narrow Fabrics, Other Smallwares Mills

NORWAY—Elastic bands for production of men's, boys' belts. A/S Unica (manufacturer), Sagveien 21, Oslo 4. WTD 8/20/63.

225 Knitwear

MAURITIUS—Men's shirts. D. Christian Gaud, (commission agency), P.O. box 327, Port Louis. WTD 9/5/63.

NETHERLANDS—Sweaters, all types. Requests replies from manufacturers only. Exclusive direct purchase and agency. San Giorgi, N.V. (importer, wholesaler, sales agent), 4 van de Spiegelstraat, The Hague. WTD 8/29/63.

NORWAY—Sport shirts for men, boys, women and girls. Items to be attractively packaged. Requests replies from manufacturers only. Bjarne Holst & Co., P.O.B. 5039, Oslo NV. WTD 7/29/63.

227 Floor Covering Mills, Products

★★ NETHERLANDS—Trade Mission

Manufacturer wants woven materials for reinforcing paper. Sanders Paper Industries, K.V. Gelreweg 27, Eerbeek. I.R. 468.

229 Textile Goods

AUSTRALIA—Polyester fibre. Direct purchase and agency. Chemport International, (general importer, exporter), 87 Walker St., N. Sydney. WTD 8/29/63.

HONG KONG—Laces for trimming or decorating dresses. Tai Chung & Co., (importer, exporter, commission agent), 3 Jervois St., P.O. box 849. Cable "2468" Hong Kong. WTD 8/26/63.

● **SYRIA**—Linen ribbons for use as tobacco cloth for cigarette industry, varying dimensions, quantity 6,250 ea. Tender No. 56, bid deadline October 25. Ministere De l'Economie, Monopole Des Tabacs & Tombacs, Direction Generale, Rue Salhie, B.P. 616, Damas.★ (Telephone: WOrth 2-4294).

231 Men's, Youths', Boys' Suits, Coats, Overcoats

NETHERLANDS—Men's knitted top clothing and sweaters; requests replies from manufacturers only. Exclusive direct purchase and agency. San Giorgi, N.V., (importer, wholesaler, sales agent), 4 van de Spiegelstraat, The Hague. WTD 8/29/63.

232 Men's, Youths', Boys' Furnishings

★★ NETHERLANDS—Trade Mission

Wishes connection on Western wear, ranch pants, cowboy shirts, accessories. N. V. Textielhandel "Golden Arrow", Verzamelgebouw Zuid 510, Rotterdam. I.R. 454.

233 Women's, Misses', Juniors' Outerwear

GERMANY—Ladies' two-piece suits made of jersey-foambacked material for casual wear. Klaus Steilmann, (manufacturer), 4 Feldstrasse, 464 Wattenscheid. WTD 7/24/63.

NETHERLANDS—Women's knitted top clothing, knitted ski pants, scarfs, neckties. Exclusive direct purchase and agency. San Giorgi, N.V., (importer, wholesaler, sales agent), 4 van de Spiegelstraat, The Hague. WTD 8/29/63.

SPAIN—Ladies' outerwear. Direct purchase and agency. Hijo de Tomas de Armas Quintero, (importer, exporter, distributor), Puerta Canseco No. 12, Santa Cruz de Tenerife (Canary Islands). WTD 8/29/63.

234 Women's, Misses', Juniors' Outerwear

NORWAY—Foundation garments for women, misses. Norges Kooperative Landsforbund (purchasing and manufacturing organization for cooperative retailers), 2 Revierstredet, Oslo. WTD 7/2/63.

235 Hats, Caps, Millinery

NORWAY—Hats, caps for men, boys; requests replies from manufacturers only. Bjarne Holst & Co., (manufacturers' agent, wholesaler), P.O.B. 5039, Oslo NV. WTD 7/29/63.

237 Fur Goods

SWITZERLAND—Fur garments. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

242 Sawmills, Planing Mills

SWITZERLAND—Timber: housing. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

249 Wood Preserving

● **CYPRUS**—Creosoted wood poles, total of 7158 by specified lengths 26 to 52 ft. Tender No. 55/1963, closing October 8, (October 6 if by mail). Electric Authority of Cyprus, Head Office, 15, Photiou Stavrou Pitta Str., P.O. box 449, Nicosia. Telegraphic address for specifications and bid forms: GRID Nicosia.

251 Household Furniture

SWITZERLAND—Furniture for homes. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

Garden furniture, such as tables, chairs, deck chairs, umbrellas, stands, stools, porch swings. Christen & Co. AG, (importer, dealer, retailer), Marktgasse 28, Bern.

252 Office Furniture

SWITZERLAND—Furniture for offices. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

261 Pulp Mills, Products

AUSTRALIA—Creped industrial filter paper; suitable for filter presses—approx. 50 tons annually; requests replies from manufacturers not already established in Australia only. Mr. Victor L. Wills, Industrial Equipment, (A'asia), Pty., Ltd., (manufacturer), 17 Oxford St., Paddington.

BRAZIL—Firm wishes to import wood pulp for paper mills. Direct purchase and agency. Talamac S.A. Máquinas Industriais, Caixa Postal 4037, São Paulo. WTD 10/31/62.

■ **CHINA**—Prime unbleached sulphate 100% soft wood pulp, 400 mt.; same, bleached, 100 mt.; prime bleached chemical 100% soft wood pulp, 200 mt. To certain conditions, including samples and analysis of at least 400 gr. to be submitted at once for consideration. Inquiry No. 6323. PA#484-5912-000-253-3216. U.S. source. Quotations desired by October 7. Taiwan Chung Hsing Paper Corp., P.O. box No. 1254, Taipei.★ SBC-368.

263 Paperboard Mills

● **CEYLON**—Straw board: 233 tons in size 30½" x 25½" in various thicknesses. Quality and packing in accordance with specifications. Deadline for sealed bids November 5. Chairman, Tender Board, Ministry of Finance, P.O. box 500, Colombo.★ (Telephone: WOrth 7-3003).

264 Converted Paper, Paperboard Products

AUSTRALIA—Paper tape, in reels, for data processing machines; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674). Macdougalls, Pty., Ltd., 56-58 Clarence St., or Box 3728, G.P.O., Sydney. N.S.W. WTD 3/9/62.

HONG KONG—Transfer paper for enamelware, gold liquids, as well as allied raw materials; requests replies from manufacturers only. I-Feng Enamelling Co., (H.K.), Ltd., (enamelware manufacturers), 1-A Chungking

Mansions, 3rd Fl., Kowloon, Hong Kong. WTD 2/28/62.

SOUTH AFRICA—All types of stationery. N. Bhoola & Sons, Pty., Ltd., (importing distributor), P.O. box 171, Durban, Natal. WTD 2/14/63.

266 Pulp Mill Products

★★ NETHERLANDS—Trade Mission
Wants any new material for sealing or insulating buildings. Evaco Nederland, Oirschot, (M. Br.). WTD 6/18/62. I.R. 439.

272 Periodicals: Publishing, Printing

SINGAPORE—Inexpensive comic books—about 10,000 per issue; requests quotations c.i.f. Singapore and specimen copy for quality inspection and Singapore government censor's approval. Marican & Sons, (importer, exporter, wholesaler, retailer), 74 Orchard Rd., Singapore 9. WTD 9/6/63.

273 Books

GERMANY—New English language books in the field of politics, sociology, political economy; requests replies in German. M. Lengfeld'Sche Buchhandlung, (importer, retailer), 32 Herzogstrasse, 5 Koeln a. Rh. WTD 8/14/63.

New English language books in the fields of art, theology, ancient history, classical history; also new English language scientific books primarily in the fields of medicine, natural science, physics. Buchhandlung Obertueschen, (importer, retailer), 1 Ringoldsgasse, 44 Muenster/W. WTD 8/9/63.

New English language books on theology, Middle, Far Eastern subjects, ancient history, classical period, economics. Orientbuchhandlung am Friesenplatz E. J. Brill, GmbH., (importer, wholesaler), Haus am Friesenplatz, 6/12 Antwerpener Strasse, 5 Koeln a. Rh. WTD 8/16/63.

New English language books on medicine, natural science. Regensbergsche Buchhandlung Dr. A. Lucas, (retailer), 1 Alter Steinweg, 44 Muenster/W. WTD 8/20/63.

275 Commercial Printing

BRAZIL—Letterpress, flexographic gravure printing machine. Brasipel Cia. Brasileira de Papel Industria e Comercio, (manufacturer), Avenida Thomas Edison 1779, Sao Paulo. WTD 7/26/63.

281 Industrial Chemicals

AUSTRALIA—Corrosion-resistant protective coating for steel; spray or brush applied; particularly interested in products not now distributed in Australia. Direct purchase and agency. Mr. Rob Williams, Sales Manager, Roof and Building Services, Pty., Ltd., (contractor), 15 Garrick Terrace, Herston N. 9, Brisbane Queensland.

Commercial solvents; interested in line of solvents not on the market in Australia at present. Bowsers Applications, Pty., Ltd., (contractor, manufacturer), National Bank Chambers, 180 Queen St., Brisbane, Queensland. WTD 8/19/63.

BRAZIL—Mecuric chloride; mecurous chloride; nickel chloride; potassium chloride; zinc chloride (powder); dibutyl phthalate; diethylamine; diethylene glycol; diethyl phythalate; manganese dioxide; sulfur, crude and refined; ethylene glycol; sodium stannate; potassium ferrocyanide; potassium ferricyanide; sodium flourides; sodium hydrosulfite; aluminum hydroxide; methyl cyclohexanol; methyl ethyl ketone; potassium permanganate; sodium nitrate; cobalt oxide; copper oxide, black; sodium perborate; propylene; glycol; rongolite (sodium formaldehyde sulfoxylate); sodium nitrate; copper sulfate; magnesium sulfate; nickel sulfate; sodium sulfate, anhydrous; carbon tetrachloride; tricresyl phosphate; sodium tripolyphosphate, urea, 46% nitrogen; hexamethylene tetramine; salicylic acid; phthalic anyhdride; soda ash, light and heavy; benzene; tars; potassium carbonate, neutral; titanium dioxide phenol; lithopone; antimony dioxide; chromium oxide, green; iron oxide, yellow. Incentivadora Paulista S.A., Industria e Comercio, (importer, wholesaler, manufacturer), Caixa Postal 5465, Sao Paulo. WTD 9/12/62.

HONG KONG—Chemicals, i.e. all kinds of color oxides, for use in enameling industry; requests replies from manufacturers only. I-Feng Enamelling Co., (H.K.), Ltd., (enamelware manufacturers), 1-A Chungking Mansions, 3rd Fl., 40 Nathan Rd., Kowloon, Hong Kong. WTD 2/28/62.

INDONESIA—Chemicals, carbon black for recapping and vulcanizing tires. Perusahaan Karet & Sandal Spon "Ing," Djl. Radjawali 86A, Surabaya.

● **IRAN**—Boiler cleansing and antiscaling compound, 2000 kg. Sample and specifications should accompany bid. Bid deadline October 27. Edareh Taslihate Artech, (Armament Department of the Imperial Iranian Army), DT/Section, Ave. Jale, Teheran.★ (Telephone: WO 7-2008).

SPAIN—Insecticides; direct purchase and agency. Hijo de Tomas de Armas Quintero, (importer, exporter, agent), Puerta Canseco No. 12, Santa Cruz de Tenerife, Canary Islands. WTD 8/29/63.

282 Synthetic Materials

AUSTRALIA—Plastic injecting and blomolding powder. Direct purchase and agency. Chemport International, (importer, exporter), 87 Walker St., N. Sydney. WTD 8/29/63.

ECUADOR—Polyethylene, or polyvinyl plastic lining for water reservoir attached to hydroelectric utilities plant; 35,000 sq. m., ¾" thick, with cement and accessories for application; requests price quotations cif Guayaquil. Empresa Electrica Ambato S.A., (electric utilities co.), Apartado 446, Ambato.

HONG KONG—P.V.C., polyvinylchloride, materials; requests replies from manufacturers only. Freezinhot Bottle Co., Ltd., (vacuum flasks manufacturer), 1-A Chungking Mansions, 3rd Fl., 40 Nathan Rd., Kowloon, Hong Kong.

PORTUGAL—Polyethlene and polyvinyl chloride for use in own manufacturing operations; requests replies from manufacturers only. Lusofane, S.A.R.L., (importer, exporter, wholesaler), rua do Acucar, Lisbon 6. WTD 4/18/63.

283 Drugs

AUSTRALIA—Pharmaceutical preparations containing controlled materials-barbituates. Direct purchase and agency. Chemport International, (importer, exporter), 87 Walker St., N. Sydney. WTD 8/29/63.

● **CEYLON**—Tolazoline hydrochloride b.p. 300,000 tablets, 25 mgm. each; injection of ascorbic acid, b.p., 100 mgm. in 1 ml. in amber colored ampoules for intravenous and intramuscular injection, 150,000 ampoules; diodohydroxiquinoline b.p., 0.3 gm., 1,500,000 tablets; phenytoin sodium b.p., 1½ grains (100 mgm.), 2,000,000 capsules; diethylcarbamazine citrate, b.p., 50 mgm., 16,000,000 tablets; metronidazole, 200 mgm. each, 100,000 tablets; Bid deadline October 22.

● Mepyramine maleate b.p., 50 mgm., 700,000 tablets; ephedrine hydrochloride b.p., 15 mgm. 2,000,000 tablets; sulphadiazine b.p., 0.5 gm., 10,000,000 tablets; phthalylsulphathiazole b.p., 0.5 gm., 10,000,000 tablets; sulphadimidine b.p., 0.5 gm., 9,000,000 tablets; phenobaritone b.p., ½ gr., 6,000,000 tablets; primidone b.p., 250 mgm., 300,000 tablets; ephedrine (compound-coated tablets of various compositions), 3,000,000 tablets; Bid deadline November 12.

● Injections, assorted, as listed below: Injection of emetine hydrochloride b.p. ½ grain in 1 cc. 100,000 ampoules; injection of chlorpromazine hydrochloride b.p. 2.5% w/v solution 50 mgm. in 2 cc., 60,000 ampoules; injection of methoxamine hydrochloride b.p.c. 1959 each cc. containing 20 mgm. suitable for intravenous and intramuscular use, 6,000 in 1 cc. ampoules; injection of vitamin B 12 (cyanoco-balamin) b.p. 50 microgram in 1 cc., 250,000 ampoules; injection of nandrolone (oily) (norandrostenolone phenyl propionate) 25 mgm. per cc. for intramuscular use, 10,000 in 1 cc. ampoules; injection of iron-dextran complex each cc. containing the equivalyent of 50 mg. of iron as ferric hydroxide in complex, 200,000 in 2 cc. ampoules; elixir of piperazine citrate (b.p.c. 1959) (*strength* 4 ml. of the elixir should contain the equivalent of 500 mgm. piperazine hydrate) 5,000 imperial gallons; Bid deadline: November 12.

● Halothane b.p. (addendum 1960) for anaesthetic work, 1,000 in 250 cc. bottles; injection of hydrocortisone hemisuccinate sodium each vial containing the equivalent of 100 mgm. hydrocortisone suitable for intravenous use, 10,000 rubber-capped vials; injection of tetracycline hydrochloride b.p. 250 mgm. for intravenous injection, 2,000 vials; demethylchlortetracycline each capsule containing 150 mgm., 600,000 capsules; chloramphenicol b.p., 1,200,000 capsules, 250 mgm. each; 1,000 capsules, tetracycline hydrochloride b.p. capsules each containing 25 mgm., 600,00 capsules; injection of tetracycline hydrochloride b.p. 100 mgm. for intramascular injection 5,000 vials; Bid deadline November 19.

● Acetylsalicylic acid (aspirin) b.p. crystalline powder, 6,000 lb.; magnesium sulphate b.p., 3,000 cwt., in 1 cwt. double jute bags lined with waterproof paper, potassium iodide b.p. 4,000 lb.; ammonium biocarbonate b.p.c., 4,000 lb., 1 lb. bottles; (a) ammonium biocarbonate b.p.c., 4,000 lb., in 2 lb bottles (b) ammonium biocarbonate b.p.c., 12,000 lb., in 5 lb. bottles, application benzyl benzoate b.p., 1,000 lb., in 5 lb. bottles, calcium lactate b.p. 5 gr. (325 mgm.), 10,000,000 tablets; potassium citrate b.p., 20,000 lb. in 2 lb. well closed bottles, (a) postassium citrate b.p. 40,000 lb. in 5 lb. bottles, potassium bromide b.p. 2,000 lb. in 1 lb. bottles, potassium bromide b.p. 3,000 lb. in 5lb. bottles, sodium salicylate b.p. crystalline flakes, 5,000 lb., in 1 lb. bags; sodium salicylate b.p. crystalline flakes, 5,000 lbs., in 2 lb. bags; sodium salicylate b.p. crystalline flakes, 10,000 lb., in 5 lb. bags, sodium salicylate b.p. crystalline flakes, 10,000 lb., in 50 lb. waterproof fibre kegs, sodium biocarbonate b.p., 1,600 cwt., in 1 cwt. kegs; Bid deadline November 26, 1963.

The Ministry of Health and Housing, P.O. box 500, Colomobo.★ (Telephone: WO 7-3394).

GERMANY—Peeled fungus laricis in jute bags containing between 20 and 25 kg. Han-

delskontor G.m.b.H., (importer of botanical drugs), Alter Wall 22, Hamburg 11.

284 Soaps, Detergents, Cleaning Preparations

SWITZERLAND—Aerosols. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

285 Paints, Varnishes, Lacquers, Enamels

AUSTRALIA—Raw materials for paint industry, (chemicals). Direct purchase and agency. Chemport International, (importer, exporter), 87 Walker St., N. Sydney. WTD 8/29/63.

GERMANY—Varnish paints, varnishes for interior and exterior use in prefabricated and conventional houses; masonry coatings varnish for application to lumber, furniture; requests replies from manufacturers only. Direct purchase and/or agency. Carl Lemmen, (importer, manufacturer's agent), Postfach 1225, 1 Goerresstrasse, 5 Koeln a. Rh. 1. WTD 8/1/63.

287 Agricultural Chemicals

■ **INDIA**—Potassium carbonate solid, 6700 kg.; monoethanolamine,, 100%, 7800 kg.; trisodium phosphate, to a.s.t.m. standard-D 538 type 1, 24,000 kg., sodium sulphite, as per Indian standard 247 of 1957, packed in 1 cwt. drums. Tender No. PB/974/TD-2965/63/RPK. Loan No. 386-H-082. U.S. source. Bid deadline October 7. Tender specifications may be obtained from The Fertilizer Corp. of India, Ltd., Trombay Division, Purchase Dept., Marvali, Chembur, Bombay 71, as, Attn: K.C. Rae, Chief Purchase Officer, on payment of $1.05 per tender set, not refundable, by Crossed Postal Order drawn in favor of The Fertilizer Corporation's Chief Finance & Accounts Officer. Cable, FERTILIZER, Bombay 71.★ SBC-366.

SWITZERLAND—Aerosols. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

289 Chemical Products

GERMANY—Rust-resisting and protective coating materials for steel products; requests replies from manufacturers only. Direct purchase and agency. Carl Lemmen, (importer, manufacturer's agent), Postfach 1225, 1 Goerresstrasse, 5 Koeln 1. WTD 8/1/63.

301 Tires, Tubes

● **VIETNAM**—Tires, 164, tubes, 203, various sizes; tender No. 0981-31083; bid deadline October 18. Central Purchasing Authority, 140, Hong Thap Tu, Saigon.★ (Telephone: WO 7-3381).

307 Plastics Products

AUSTRALIA—Vinyl tiles 9 x 9 x ⅛, particularly interested in unusual design, color pattern; samples requested. Mr. Rob Williams, Sales Manager, Roof & Building Service, Pty., Ltd., (contractor), 16 Garrick Terrace, Herston, N.9, Brisbane, Queensland.

322 Glass, Glassware

SOUTH AFRICA—Household glassware. N. Bhoola & Sons, Pty., Ltd., (importing distributor), P.O. box 171, Durban, Natal. WTD 2/14/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

AUSTRALIA—Asbestos tiles 9 x 9 x ⅛ or 1/10, particularly interested in unusual design, color patterns; requests samples. Mr. Rob Williams, Sales Manager, Roof & Building Service, Pty., Ltd., (contractor), 16 Garrick Terrace, Herston, N.9, Brisbane, Queensland.

331 Steel Mill Products

AUSTRALIA—Mild and special steel products: especially interested in special products of high unit value requiring technical sales representation, for example pipe for the oil industry; stainless steel, including clad plates, strip and wire sections. Direct purchase and agency. Meth and Co., (Australia), Pty., Ltd., (importer, exporter), 14 Spring St., Sydney. WTD 3/6/61.

HONG KONG—Stainless steel sheet cuttings, 18/8 no wrinkle, non-magnetic, 1 ft. x 3 ft. and larger, gauges 14/28. Chan Honki & Co., (importer, exporter, commission agent), 107 Wing Lok St., 1st fl. (G.P.O. box 13081), Cable, CHANHONKI, Hong Kong. WTD 5/9/63.

Blackplate waste; requests replies from manufacturers only. I-Feng Enamelling Co., (H.K.), Ltd., (enamelware manufacturer), 1-A Chungking Mansions, 3rd Fl., 40 Nathan Rd., Kowloon, Hong Kong. WTD 2/28/62.

Tinplate waste; requests replies from manufacturers only. Freezinhot Bottle Co., Ltd., (vacuum flasks manufacturer), 1-A, Chungking Mansions, 3rd Fl., 40 Nathan Rd., Kowloon, Hong Kong.

■ **INDIA**—High tensile steel wire, dia. 4.06 mm., internal dia. of wire coils 30" and above, wgt. of coils 70 kg.—180 kg., ultimate tensile strength 110-120 tons/sq. in., proof stress 0.1% not less than 70% of ultimate tensile strength, per b.s. 18. Each coil should pay out straight on uncoiling; wire should be fully killed and continuous in length in each coil without any piped or cup and cone joints; wire should generally conform to bss 2691, part I, 1955, and should be capable of being drawn to 9 gauge at a speed of 300-320 ft./min. without snapping; oil quenched wire not acceptable. Each coil should be wrapped with polythene and hessian cloth. Ref. No. DC/217/BDL/121. IL No. ML/82/3/03-1-06/1682. Loan No. 386-H-082. U.S. source. Quotation deadline October 10. Materials to be supplied preferably f.o.b. Hyderabad and may be shipped either to Bombay or Madras. Government of Andhra Pradesh, Superintending Engineer, PWD., Telengana Irrigation Project, Circle, Naravanguda, Hyderabad No. 27, India. Cable bids acceptable. SBC-366.

■ Drum body mild steel sheets, in coils, with 876 mm., 21 BG, 790 m.t.; same, 24 bg, 3,885 m.t.; drum end sheets, in coils, width 1120 mm., 21 bg, 315 m.t.; same, 24 bg, 1,630 m.t. Prime cold reduced, open hearth quality, good weldability, aisi, to specification astm-A-366-58T, unoiled, suitable for making drums and painting; low carbon, not to exceed 0.15%; sulphur and phosphorus each max. 0.05%; close annealed, soft temper, free from laminations; with clean matt finished surface. To certain terms and conditions. Loan No. 368-H-082. U.S. source. Ref. No. DC/217/BDL/120. IL No. BL/82/68/04101/9. Quotation deadline October 10. Burmah Shell Refineries, Ltd., P.O. box 1725, Bombay 1 br. SBC-365.

■ High tensile galvanized steel wire, various sizes, approx. $81,900. Ref. No. DC/217/BDL/117. IL No. DL/55/03 1 01/0417. Anam Electrical Manufacturing Co., Kadiam, East Godavari District, Andhra Pradesh.

■ M.S. flats, 150 x 50 mm., 32 tons; 180 x 65 mm., 60 tons. M.S. channels, 7" x 3" in multiples of 9'-1", 225 pcs. or 2050 rft. M.S. plates, 15' x 5' x ⅝", 6 pcs. Ref. No. DC/217/BDL/116. IL No. DL/55/1113/03 1 01/0083. The Aluminum Corp. of India, Ltd., 7 Council House St., Calcutta 1.

■ Cold rolled deep drawing steel sheets, to uwi 3351-92; width 1100 mm., length 2200 mm., thickness .8 mm., 100 tons; 1000 mm. x 2000 mm. x 1.0 mm., 100 tons; 840 mm. x 1680 mm. x 2.0 mm., 80 tons; 880 mm. x 2000 mm. x 1.2 mm., 75 tons; 992 mm. x 1966 mm. x 2.5 mm., 75 tons. Ref. No. DC/217/BDL/115. IL No. DL/55/303101/0111. Automobile Products of India, Ltd., Agra Rd., Bhandup, Bombay 78.

All the above for loan No. 386-H-082. U.S. source. Quotation deadline October 6. SBC-365.

★★ NETHERLANDS—Trade Mission

Company interested in importing titanium, molybdenum, vanadium. Contact subsidiary: R.S. Stolvis and Sons, Inc., 17 Battery Pl., New York. WTD 8/30/62. IR 467.

■ **PAKISTAN**—G.C.I. sheets, m.s. plates, g.i. pipe, pig iron, m.s. angles, joists, channels and tees, various quantities, sizes. Loan No. 7. U.S. source. Tender No. US-commodity-AID/DL-7. Bid deadline October 7. Tender fee, not refundable, $2.10 each. East Pakistan Water and Power Development Authority, Directorate of Purchase, WAPDA House, Dacca 2, E. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli. SBC-365.

■ Pig iron, si. 2.75-3.25%, c. 3-4%, ph. 0.4% max., mn. 0.5-1%; m.s. wire black; m.s. wire black, m.s. plate 1/16" & ⅛". All prices to be based on Chalna c&f. Approx. $22,700. Import license No. 255916. H.N. Poddar & Co., (Pak), Ltd., Kalibari Rd., Khulna. Cable, STARM Khulna.

■ Prime cold rolled steel sheets, gauges 24, 26, 28, 30, size 3' x 6' or 3' x 8'; b.p. sheets, unassorted, 24 to 34 gauge, size 20" x 28"/larger; b.p. sheets, misprints, 24-34 gauge, size 20 x 24" and larger; tinplate prime gauge, 30, 31, 32, size 20 x 30", or 36 x 36"; electrolytic tinplate, all bright, 30-33 gauge, size 20 x 24 or 20 x 28", or 36 x 36"; tinplate unassorted, 30/34 gauge, size 20 x 24" or larger; tinplate misprints, unassorted and assorted, 30/34 gauge, size 20 x 24/larger, g.i. wires, bwg, 6, 8, 10, 14, 16, 18. Approx. $1300. Import license No. 265835. Harendra Kumar Sec, 30 Biren Bose St., Mitford Rd., Dacca 1. Cable, INDENT, Dacca.

Both the above are for loan No. 391-H-066. U.S. source. Quotations deadline October 10. SBC-371.

■ Pig iron foundry grade, to analysis c. 3.5/4.0%, si. 2.75/3.5%, mn. 1.0/1.5%, ph. 0.40%, su. 0.35% max. Approx. $12,000. Import license No. 237459. Quotation date October 10. Messrs. Ahmad Bakhsh & Bros., 22, Brandreth Rd., Lahore. Cable, NASEEMCO, Lahore.

■ Tinplate, per specifications of 7/11/62. Side sheets 71.6, end sheets, 28.4; mild steel galvanized handle wire 9 swg, suitable for making handles for kerosene tins. To certain packing, shipping and marking conditions. Import license No. 276021. Quotation date October 5. The Burmah Oil Co., Pakistan, Trading, Ltd., Strand Rd., Chittagong, Cable, PAKTRADOIL, Chittagong.★

Both the above are for loan No. 391-H-066. U.S. source. SBC-371.

■ M.S. sheets, crca, oiled and pickled for man-

ucture of steel drums, 24 gauge, 36 x 62½", x 88", 8' x 3'; m.s. sheets, 26 & 28 gauge, x 3'; m.s. sheets, 18 gauge, 36½ x 70½", ½ x 76½", 6' x 3', 37¼ x 70½"; m.s. sheets G., 27" x 54", 6' x 3'; m.s. sheets, 12 G., 5" x 36". Approx. $255,000. Per lt. c&f Karachi. Reference No. PC/J/SB/ICA/63. Import license No. 345686. Loan No. 391-H-066. U.S. source. Jaffer Ibrahim & Co., B/22, S.I.T.E., Manghopir Rd., Karachi.

■ Pig iron foundry grade; g.p. sheets, size 8' x 3', bg 16 to 30, astm A-93/58T; g.p. sheets, size 8' x 3' or 10 x 3', 6 x 3', bg 24 & 26 astm A-93/58T; c.r.c.a. sheets, size 8' x 3' and bg 18-28 astm A-366; h.r.c.a. sheets, size 8' x 3' or 8' x 4', bg 10-18 astm A-366; electrolytic and prime coke tinplate, size 18¾ x 28" & 20 x 30 gauge 30-32; m.s. plates, hot rolled size 8' x 4' or 10' x 25', or 15 x 5', 20 x 5' and ¼" thick to 1", astm A-7 or A-283-58; r.s. joists, size 6" x 3", 7" x 4", 8 x 4", 10 x 5", 12 x 6", 30-40 ft. long, astm A-7; g.i. seamless pipes, 4, 5, 6" astm A-53; black pipes, seamless, ½-6" dia., astm A-120; crca sheets cuttings, 18-28 g.m.s., plates cuttings, ⅛" to 1"; tin plates waste 18" x 24" and larger. $7,000. Import license No. 334018. Reference No. PC/H/SB/ICA/63. H.A. Juma & Co., Ltd., 16B, Gordhandas Market, Bender Rd., Karachi.

Both the above are for loan No. 391-H-066. U.S. source. Quotations desired by October 5. SBC-371.

■ Galvanized plain sheets, prime commercial quality, 8' x 3', zinc coating not below 1.25 oz. sq. ft. in bg 16, 20, 22, 24, 26, 28 & 30, approx. $74,000; galvanized corrugated sheets, prime commercial quality, 8' x 10/3", corrugation zinc coating not below 1.25 oz. per sq. ft. in bg 24, 26, 28, approx. $22,000; tinplates, prime coke quality, 1.25 lb. coating, 18 x 28" x 30 bg and 20" x 30" bg, approx. $26,000; mild steel joists, prime commercial quality, 30/40 ft. lengths, 5" x 3", 6" x 3", x 3⅜", 7" x 4", 8" x 4", 10" x 5", 12" x 5", approx. $26,000; mild steel plates, commercial quality, 8' x 4', size ⅛", 3/16", ¼", 5/16", ⅜", ½", 5/8", ¾" and 1", approx. $34,000; c.r.c.a. sheets, prime commercial, 8' x 3', 8' x 4', bg 12, 14, 16, 18, 20, 22, 24, 26, 28 and 30, $25,000; mild steel black pipes, seamless, British threads, sockets to bss dia., ½", ¾", 1", 1¼", 1½", 2", 4", 5", 6", approx. $20,000; g.i. pipes, prime commercial quality, 4", 5", 6", approx. $5,000, threads and sockets to bss, $5,000; pig iron to three different specifications, $20,000. C&F Karachi. License No. 334018. Reference No. PC/P/OSB/ICA/63. Pakistan Industries, Ltd., 3rd Fl., Jubilee Insurance House, McLeod Rd., Karachi. Loan No. 391-H-066. U.S. source. Quotation date October 6. SBC-371.

333 Primary Smelting, Refining of Nonferrous Metals

● **SUDAN**—Block tin, 20 mt., refined 99.9% purity. Contract No. 2906, bid deadline October 24. Tenders must be accompanied by not less than 2% deposit. Sudan Railways Office of Controller of Stores, Atbara.★ (Telephone: WOrth 7-2692).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **IRAQ**—Telephone cables of various types: dry core paper insulated lead alloy sheathed and polyethelene jacket (49,000 yd.); dry core paper insulated, lead alloy sheathed and steel tape armoured (45,000 yd.); cables insulated, jacketed and armoured with polyethelene (98,000 yd.); plus 596,000 yd. of various sizes of wire; cable accessories. Tender No. 33/63, bid deadline December 1. Directorate General of Posts & Telegraphs, Baghdad. Specifications available from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, at $28.00 per copy, plus $2.00 to cover air mail. One copy of specifications available for reference *only* in Copper Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-2162).

● Supply of 40 tons hard drawn stranded copper wires; 500 d. irons fully galvanized after fabrication for 3" high shackle insulators; 5000 porcelain shackle insulators; 2188 yd. of 4 core .2 sq. in. underground cable; 20 straight through joint boxes; 75 outdoor tier type pole mounting dividing boxes; 310 miles of bitumen base l.t. (up to 1.1 kv) joining compound. Tender No. 84/63, bid deadline October 13. Director General, Iraqi Ports Administration, Basra.★ (Telephone: WOrth 7-2162).

NETHERLANDS—Power supply cords and power wire and cable, to meet military specifications. Requests replies from manufacturers only. Direct purchase or agency. Technisch Bureau Hellendoorn (manufacturer, importer), 15 Zwarteweg, The Hague. WTD 8/26/63.

● **SUDAN**—Supply of plastic insulated self-supporting telephone distributing cables (4 x 1/20 lb.) 19 quad, plain copper conductor, polyethlene (5 miles); insulation (15 m.r.) quads laid up, paped and polyethelene sheathed (500 yd.); (80 m.r. min.) to b.p.o. specification c.w. 128 d., the suspension strand is 7/16 galvanized wire. Tender No. 159, bid deadline October 30. Controller, Stores and Workshops, Department of Posts and Telegraph. Light Industrial Area, Khartoum S.★ (Telephone: WOrth 7-2162).

339 Primary Metal Industries

● **INDIA**—14,161 broad gauge (5'6") freight and passenger car wheel sets, complete with journal boxes, bearings. Tender No. G. P. 32 of 1963 available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. Price $1.00 per set of tender documents and $3.00 per set of drawings. Quotation deadline November 7.

342 Cutlery, Hand Tools, General Hardware

ENGLAND—Gardening equipment, hand tools. Direct purchase and agency. Stemport Marketing Co., Ltd., (importer), 120-124 Tooting High St., London, SW.17. WTD 7/1/63.

Small hand tools. Jilton Manufacturing Co. Ltd., (manufacturer, importer, sales agent), 539 Holloway Rd., London, N.19. WTD 6/6/63.

★★ **NETHERLANDS—Trade Mission**

Wire products, small hardware products. Desires to act as exclusive agent. Verkoopkantoor Voor Draadproducten en Yzerwaren. N. V. Helmond. I.R. 434.

Desires agency for electric hand tools designed to meet European (C.E.E.) safety regulations. Grohanex, Ltd., Vondelstraat 22, Amsterdam. I.R. 406.

SOUTH AFRICA—Household utensils. N. Bhoola & Sons, Pty., Ltd., (importing distributor), P.O. box 171, Durban, Natal. WTD 2/14/63.

SWITZERLAND—Hand tools for plumbers. Walter Dahler, (importer, distributor), Steinholzliweg 5, Bern.

343 Plumbing Fixtures

FRANCE—Bathroom flushing valves and cocks for faucets of modern types and good quality; bathroom equipment, fittings, accessories and plumbing supplies suitable for use in France; requests replies with catalogs and price quotations from manufacturers only. Direct purchase and agency. Mr. Jean Hebert, (importer, retailer, wholesaler, manufacturers' agent), 29 rue Croix-de-Seguey, Bordeaux, Gironde. WTD 9/10/63.

★★ **NETHERLANDS—Trade Mission**

Interested to act as distributor for gas heating appliances and sanitary ware. Rouppe-van-der-Voort, 80 Zuid Willemstraat, Den Bosch. I.R. 448.

SWITZERLAND—Sanitary installations. Walter Dahler, (importer, distributor), Steinholzliweg 5, Bern.

344 Fabricated Structural Metal Products

AUSTRALIA—Ceiling suspension system. Bowsers Applications, Pty., Ltd., (contractor, manufacturer), National Bank Chambers, 180 Queen St., Brisbane, Queensland. WTD 8/19/63.

ECUADOR—Black and galvanized structural iron sheets, 3 x 6 ft. and 4 x 8 ft., up to 1" thick, and structural steel rods 6, 9 and 12 m. long ¼" to 1" thick; requests replies in Spanish. Teódulo Zambrano C., Ferreterías Unidas S.A. (FERRUSA), Boyacá No. 1926 or P.O. box 1305, Guayaquil. WTD 9/10/63.

■ **INDIA**—Components for boilers of bent tube design: dished ends for boiler drums; heavy gauge seamless tubes for use as stand pipes; solid drawn and/or forged tubes for use as headers for saturated steam and/or superheated steam; mountings and fittings for steam boilers, suitable for working pressure of 320 psig at temperature 650°f, made from cast steel or forged steel with undrilled flanges; various instruments; such as, automatic draught control apparatus; steam driven turbo feed pumps; fuel oil pumping, heating and oil burning equipment, suitable for oil bunker at 80°F; stainless steel tubes for Scot blowers, size 76 mm. or 3" od x 6 mm. or ¼" wall thickness. To certain mechanical properties. Import license No. A-586691/61/AU-DW/CCI/HQ/RM/L II(E). Bid deadline October 26. Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay 1. Cable, WALSAKHAR WALCHANDNAGAR.★ SBC-369. Single copies of the drawings may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. Loan No. 217-U.S. Source.

345 Screw Machine Products, Bolts, Nuts

● **IRAN**—Bolts, nuts, 32 sizes, various quantities. Tender No. 42-592-593, bid deadline, November 23. Iranian State Railways, Purchase Dept. Section of Adjudication and Contracts, Tehran.★ (Telephone: WO 7-5589).

● **SUDAN**—Bolts with washers and nuts, 35,000 in three (3) sizes; plus 2,000 "J" double vertical b.s. spindle No. 12 bss No. 16/1949; tender No. 156, bid deadline October 21. Controller of Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum S.★ (Telephone: WO 7-5589).

352 Farm Machinery

CHILE—Tractors for gardens, small farms;

requests replies from manufacturers only. Direct purchase and agency. Betteley y Cia., (importer, wholesaler), Av. Brasil 1883, Casilla 8-V, Valparaiso. WTD 9/11/63.

Small tractors, other agricultural implements; spare parts for same. Direct purchase and agency. Betteley y Cia. S.A.C., (importer), Avenida Brazil 1883, Casilla 8-V, Valparaiso. WTD 9/11/63.

SWITZERLAND—Lawn mowers and small snow plows for domestic use. Christen & Co. AG., (importer, dealer, retailer), Marktgasse 28, Bern.

353 Construction Machinery

ARGENTINA—Snow sweepers; requests replies in Spanish. Ing. Hector Saul Mancini, Presidente, Termas Provinciales Neuquen, (autonomous provincial government agency), Neuquen, Provincia de Neuquen.

■ **CHINA**—Line construction trucks; invitation No. AID-006; diesel engine alternator equipment, inv. No. AID-003; cable pressurization equipment, AID-007; loading coil cases, AID-005. Loan No. 12. U.S. source. Bid deadline October 30. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, 61 Broadway, Rm. 2123, New York, N.Y. SBC-369.

ECUADOR—Deep-well drilling percussion rig, min. depth 1,200 ft., max. 2,000 ft., with all standard accessories; requests price quotations c.i.f. Guayaquil; catalogs. Caja de Riego, (Institute of Irrigation), (government agency), Calle Riofrio 1314, Quito.

★★ NETHERLANDS—Trade Mission

Manufacturer wants to import or manufacture under license mining equipment and supplies. N. V. Staal Constructie en Montagebouw Demy, Ryksweg Noord 250, Geleen (L). I.R. 474.

SWITZERLAND—Electric trucking and lifting equipment. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

354 Metalworking Machinery

COSTA RICA—Rolling-mill machinery, equipment of low capacity (4 tons/hr. to produce concrete reinforcing rods ⅜" to 1" dia.; molds, rollers (same bench if possible) to produce angles 1" to 3" widths, and thicknesses ranging from ⅛", 3/16" and ¼". Ben Benda V., Intercontinental, Ltda., (manufacturers' representative), P.O. box 2104, San José.

GERMANY—All kinds of controls for machine tools. Novotechnik KG., Offterdinger & Co., (manufacturer, importer, exporter, retailer, sales agent), Horbstrasse, Ruit Bei Stuttgart. WTD 3/15/63.

■ **INDIA**—Crankshaft grinding machine for regrinding of crankshafts in length up to 60", with metric graduation, complete with standard accessories. Ref. No. NSIC/HP/2M-3444/62. IL No. 978729/DLF/144/62/HQ/CG.II/NSIC/1329/62-63. Loan No. 144. Worldwide (899). Quotation deadline October 5. National Small Industries Corp., Ltd., Rani Jhansi Rd. (M.M. Rd.), New Delhi 1. SBC-365.

■ Drawing office equipment required by the Director General, Geological Survey of India, Calcutta: L&M. high-speed Centurion two revolution printing press; "rapid tredle paging machine; "Will" rotary slot perforating machine, type K P M working width 61 cms., 24"; stereotope; sterropret; precision co-ordinatograph; template studs, celluloid preferable; template pricking pins with holder; stereosketch; bridge type stereoscope. Tender No. BS-152/AID. Loan No. 82. U.S. source. Tender papers may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-366.

ITALY—Machinery for the processing of industrial diamonds, hard metals. Direct purchase, exclusive agency. Save, di Vernassa Umberto, (importer, wholesaler, manufacturer), 30, Via Carso, Turin. WTD 9/5/63.

355 Special Industry Machinery

AUSTRALIA—Textile machinery for converting jute waste into felt underlay padding for carpets and rugs (heavy shredder, supper picker, double doffer, horizontal lapper). Bag Products Co., Pty., Ltd., (manufacturer), Newbridge Rd., Moorebank, N.S.W. (P.O. box 68, Liverpool, N.S.W.).

BRAZIL—Draw twisting installation; redraw winding machinery; twist insertion machinery; stretch machines; cone winding machines, for an 8,000 kg/day nylon plant, 5,000 kg. to be 10 to 100 denier thread, 3,000 kg. tire cord. Edimpex, Ltda., Avenida Paulista 2073 Sala 1513, São Paulo. WTD 6/7/63.

Printing trade machinery; laminating press, plastic working. Brasipel Cia. Brasileira de Papel Industria e Comercio, (manufacturer), Avenida Thomas Edison 1779, Sao Paulo. WTD 7/26/63.

BURMA—Burner-evaporator for processing salt from sea water, burning either fuel oil or diesel oil and to be used with evaporating pan 8 ft. by 16 ft.; desires descriptive material, price quotations. U Tun Aye, (contractor, importer, exporter, salt manufacturer), Managing Director, Burma Railway Hotel, Rangoon. WTD 9/7/62.

● **CHILE**—Poultry slaughter-house and cold storage machinery, equipment. Bid deadline December 3. Tender in Spanish. Chilean Development Corp., Ramon Nieto 920, Casilla 3886, Santiago. Although not a prerequisite, it is advisable for bidder (s) to be legally represented in Chile.★ (Telephone: WO 7-5589).

HONG KONG—Water conversion and desalinization equipment for use by industries; requests replies from manufacturers only. Goddard & Co., Ltd., (importer, exporter, manufacturers' selling agent), 103 Victory House, Wyndham St., Hong Kong.

■ **INDIA**—Continuous vertical strip annealing-pickling unit consisting of an electrically heated bright annealing furnace with atmosphere generating equipment, suitable for Burshane gas, complete with lining materials; complete mechanical strip handling equipment consisting of pay-off, welder, tension devices, re-coilers, etc.; pickling and cleaning units and drier; complete electrical drives and controls suitable for 3-phase, 50 cycle, 400 v. a.c. supply. Equipment must be suitable for annealing, pickling and cleaning copper and brass strips 0.0028" min., .040" max. thick, 2½"-15" wide, coil wgt. 1000 lb. max., coil dia. inside 12"-18", outside 16"-26", line speed 3'-18' per min., capacity ¼ ton/hr. of brass strip 15" wide at 6'/min., furnace operating temperature 750° c. max. Ref. No. 41(341)/61-AID-II. IL No. 991481/DLF.157/61/HQ. CGI. Loan No. 157. U.S. source. Quotation deadline October 16. The Indian Smelting & Refining Co., Ltd., Industry House, 159 Churchgate Reclamation, Bombay 1. Cable, ISARC, Bombay. SBC-366.

■ Spare parts for food products machinery, including liners for sugar centrifugal baskets; sets of bearings and oil seal rings; air pressure regulating valves; electric timers and spares; oil mist lubricator sets with accessories, spares; Solenoid valves; thermostats with accessories, spares; warm reduction gear units; Allen type screws; large quantities. Import license No. A-586692/61/AU-DW CCI/RM/HQ/L.II(E). Loan No. 217. U.S. Source. Bid deadline October 23. Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay 1. Cable, WALSAKHAR, Walchandnagar.★ SBC-369.

INDONESIA—Tire repairing, retreading, vulcanizing machinery for cars, trucks. Perusahaan Karet & Sandal Spon "Ing," Djl. Radjawali 86A, Surabaya.

NORTHERN IRELAND—Expeller for reduction of oil in animal protein to 5 per cent or below; min. output of 12 cwt per hr. Requests prices cif Belfast. Direct purchase. Ulster Farm By-Products, Ltd., Glenconway Factory, Glenavy, County Antrim. WTD 1/8/63.

★★ NETHERLANDS—Trade Mission

Wishes to expand business by representing U.S. textile machinery builders in Holland. Also interested representation second-hand textile machinery for Belgium and France. N.V. Peek, Wilhelminapark 15B, Tilburg. I.R. 457.

Interested to act as distributor for company in petro-chemical field. N.V. Emba Agenturn, Stadionweg 5, Rotterdam. I.R. 463.

● **SYRIA**—Insecticiding unit for fumigation of tobacco leaves. Tender No. 71 bid deadline November 4. Ministere De l'Economie, Monopole Des Tabacs & Tombacs, Direction Generale, rue Salhie, B.P. 616, Damas. Tender documents in French available for $.95 airmail cost from above address.★ (Telephone: WO 7-5589).

● Cigarette industry machines; tender No. 72, bid deadline November 2. Ministere De L' Economie, Monopole Des Tabacs and Tombacs, Direction Generale, rue Salhie, B.P. 616, Damas. Tender Documents in French available for $.75 airmail cost from above address.★ (Telephone: WO 7-5589).

● **TAIWAN**—Super drum sander, 1, 3 drums, 1,400 mm. working width, 50 mm. working thickness; tender No. IDA/CDC-3, bid deadline, October 28. Ta Hua Enterprise Co., Ltd., 39 Nanking East Rd., Section 2, Taipei.★ (Telephone: WO 7-5589).

● **TURKEY**—Platen press, 1, 26 x 38 cm.; bid deadline October 15. The State Supply Office, General Directorate, Ankara.★ (Telephone: WO 7-5589).

● **UNITED ARAB REPUBLIC**—Plant for the manufacture of plastic sacks, sacks from soft pvc, initial production to be 2,500 sacks per hr., 20 million a year of 8,000 working hrs. Tender No. 11/64, deadline November 23. The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo. Terms and specifications available from the General Organization for $57.62 plus.★ (Telephone: WO 7-5589).

356 General Industrial Machinery

● **AUSTRALIA**—Dehydrator units, various quantities, capacity 750 and 1500 s.c.f.d., plus consumption and flow meters, valves. Tender No. 63/9315, bid deadline, November 14. The Controller, Stores and Contracts, Postmaster-

General's Dept., 7th fl., 114 Russell St., Melbourne, C-I, Victoria.★ (Telephone: WO 7-5389).

● **IRAN**—Air compressors, 2, max. pressure 300 kg/cm², delivery about .61 m 3/min., for diving. Bid deadline October 7. Imperial Iranian Navy, Teheran. (Sarreshtedary Nirooye Daryai Iran)★ (Telephone: WO 7-5589).

★★ **NETHERLANDS—Trade Mission**

Desires to act as exclusive agent for firms manufacturing small motor driven reduction gear boxes, couplings both flexible and electromagnetic, hydraulic couplings, screw jacks, worm gears. N.V. Louis Reyners Meeuwenlaan 98-100, Amsterdam. WTD 9/25/62. I.R. 412.

Wants to import steam valves for industrial use. Instrumenten fabriek, Energieweg 11, Roden. I.R. 440.

Manufacturer wants to import or manufacture under license for EEC hydraulic systems and components for industry, public works. Hydraudyne, Boxtel (N. Br.). I.R. 444.

■ **PAKISTAN**—Well point equipment with diesel-driven pump and petrol drive jetting pump with accessories, auxiliaries, spare parts; 2 sets. Loan No. 6. Worldwide (899). Bid deadline October 9. Tender No. VA-2/66037/DLF/63. Director General of Supply & Development, Frere Rd., Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli. SBC-365.

Hydraulic jacks: lifting capacity; 10, 20, and 100 tons. International Business Corp., (importer, commission merchant), 59 Dinga Singh Bldg., Beadon Rd., Lahore.

SOUTH AFRICA—Centrifugal pumps for oil pipelines. Requests replies from manufacturers only. Industrial Machinery Supplies, (Pty), Ltd., P.O. box 9653, Johannesburg. WTD 9/1/63.

357 Office, Computing, Accounting Machines

● **IRAQ**—English and Arabic typewriters, electric, medium hand, small hand spirit ronio (duplicating) machines, electric calculating machines. Tender No. ORD/58/63, bid deadline October 6. Forms available from the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, against payment of ID 0.500 ($1.40) per copy.★ (Telephone: WOrth 7-3518).

JAPAN—Automatic saving deposit and account processing machines; requests information concerning the manufacture and applications of such machines now in use or under development. The Heiwa Sogo Bank, Ltd., Rationalization Promotion Center, Business Concentration Section, C/o Sugamo Branch, 24 Sugamo, 2-chome, Toshima-ku, Tokyo.

358 Service Industry Machines

■ **CHINA**—Complete air conditioning system, centralized type, for a hotel. Invitation No. CP2-2187-A. PA#484-000-253-3214. U.S. source. Bid deadline October 5. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Cable: TRUSTPUR, Taipei. Detailed specifications, special instructions, conditions may be obtained from Mr. Joseph C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, Rm. 2123, 61 Broadway, New York, N.Y. SBC-368.

IRAN—One large cold storage installation with the capacity of 30 million oranges or several smaller ones with the capacity of 2 million oranges, each. The firm wishes to discuss the proposal further with interested U.S. manufacturers or exporters. The Irantec, 156 Shah Reza Ave., Tehran. WTD 1/10/63.

JAPAN—Automatic merchandising machines for use at amusement and recreational facilities. Mr. Katsuhiko Miyamoto, Planning and Research Dept., Korakuen Stadium, Ltd., (baseball stadium, amusement center managers)1, 1-chome, Kasuga-cho, Bunkyo-ku. Tokyo.

★★ **NETHERLANDS—Trade Mission**

Company seeks agency arrangement for refrigeration equipment, grain cleaning equipment, laundry equipment, beverage vending equipment, parking meters. Fa. C.S.TH. Paap, N.V. Ede. WTD 6/4/62. I.R. 423.

ST. VINCENT—Small portable ice-making machine operated on kerosene or pro-gas with output of about 500 lb. or less per day, and deep freeze compartment for preserving meat, poultry, milk, fruit. Mr. Cecil D. McIntosh, Port Elizabeth, Bequia, St. Vincent, W.I. WTD 9/5/63.

SWEDEN—All kinds of vending machines, refrigerated, others. Direct purchase and agency. AB Saliconia, Tornavägen 11, Lund.

361 Electric Transmission, Distribution Equipment

NEW ZEALAND—Electric fuse cartridges for incorporation in electrical switches. Switchgear and Associated Enterprises, Ltd., P.O. box 238, Hastings. WTD 8/28/63.

● **TUNISIA**—Supply, erection of Msaken transformer substation. Bid deadline November 1. Societe Tunisienne de l'Electricite et du Gaz (STEG), 38 rue de Besancon, Tunis. (Tender documents, specifications in French).★ (Telephone: WO 7-4242).

362 Electrical Industrial Apparatus

■ **ISRAEL**—Prefabricated, class I, group D, division, nema 7 switch rack, including equipment, mounted, piped, wired. Sub-authorization No. 293-N-1. Tender documents $10.00 per set.

■ Weatherproof class L, group D, division 2, starter rack, equipped with five full voltage, non-reversing, current limiting fuse type induction motor starters. Sub-authorization No. 2930N-2. Tender documents $5.00 per set.

Both the above are for loan No. 28. U.S. source. Bid deadlines October 10. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y., through Litwin Engineering, Inc., 520 E. William St., Wichita, Kansas, Attn.: Mr. N. Schofer. Fas U.S. port of exit. Delivery desired by January, 1964. Prices should be itemized to show both trade, cash discounts. Suppliers may devise own forms for submitting tenders, in duplicate, to buyer. SBC-367.

★★ **NETHERLANDS—Trade Mission**

Seeks agency for electric welding generators. Veta N.V. Prins Hendrikkade 20, Amsterdam. I.R. 363.

SWEDEN—Welding equipment, accessories, such as sparklighters, tips, electrode holders, tip cleaners. Direct purchase and agency. Gunnar Klingstrand, (manufacturer's agent, wholesaler), Rundradiogatan 19, Vastra Frolunda. WTD 1/29/63.

363 Household Appliances

EL SALVADOR—Toasters, fans, blenders, irons; requests price quotations, descriptive literature. Mr. Henry Isaac Frech, c/o Julian Abraham Frech Canahuati, 3a. Calle Poniente No. 19, Santa Ana. WTD 1/2/63.

IRAQ—Parts, accessories for household electrical appliances: components for production of electric water coolers and electric, gas and kerosene water heaters. Halloun Bros. & Co., (importer, manufacturer), Merchants Bazaar, Mustansir St., Baghdad. WTD 9/4/63.

SWITZERLAND—Garden grills. Christen & Co. AG., (importer, dealer, retailer), Marktgasse 28, Bern.

364 Electric Lighting, Wiring Equipment

● **GREECE**—Supply of 1,572 outdoor type fluorescent lighting fixtures. Tender No. B/671/1963, bid deadline October 8. Estimated value of contract $45,000. Ministry of Commerce, State Purchases Directory "B," 50 Socratous St., Athens.★ (Telephone: WO 7-4242).

365 Radio, Television Receiving Sets

ITALY—Phonograph records 33⅓, 45 and 78 r.p.m.; requests replies from manufacturers only. Direct purchase and agency. Comm. Egidio Guttadauro, via Marchese Villabianca 157-159, Palermo. WTD 4/11/63.

366 Communication Equipment

AUSTRALIA—Fountain-pen-type pocket indicators which inform wearer that he is wanted on telephone through the sounding of a buzzer and/or lighting of red light. Mr. Gordon Whatson, Purchasing Officer, Rheem-Australia, Pty., Ltd., (manufacturer), Package Plan, Brodie St., Rydalmere, N.S.W.

● **IRAN**—Supply of 40 military type Farsi teleprinters with automatic transmitters, reperforators, other auxiliary equipment. Tender No. 6-42, bid deadline October 27; supply of 10 automatic telephone exchanges, associated equipment. Tender No. 7/42, bid deadline November 2. Office of the Signal Dept., Imperial Iranian Army, Janshidieh, Tehran.★ (Telephone: WO 7-4823).

★★ **NETHERLANDS—Trade Mission**

Seeks agency for radar equipment, radar jamming equipment, infra-red detection systems. Enco—Holland N.V., 244 Ruyghoeklaan, The Hague. I.R. 466.

NORWAY—Vibration switches for compressors; requests replies from manufacturers only. Henaco A/S, (manufacturer's agent, distributor), 16 Cort Adelersgate, Oslo. WTD 11/3/61.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Automobile, truck, tractor parts. Washington Santelices G., (importer, wholesaler), Av. B. O'Higgins 2221, Casilla 4684, Santiago. WTD 11/9/62.

NORTHERN IRELAND—Automotive accessories for sports cars such as steering wheel covers and animal figurines for top of hood. Please quote prices cif Belfast. Direct purchase. Paddy Hopkirk, Ltd., 12 Alfred St., Belfast, 2. WTD 10/17/63.

ITALY—Air conditioning units for automobiles. Requests replies from manufacturers only. Direct purchase and agency. Comm. Egidio Guttadauro, via Marchese Villabianca 157-159, Palermo. WTD 4/11/63.

SWITZERLAND—Automobile accessories.

Walter Dahler, (importer, distributor), Steinholzliweg 5, Bern.

Auto accessories. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

373 Ship Building, Repairing

ST. VINCENT—Power Catamaran from leading boat building company. Mr. Cecil D. McIntosh, Port Elizabeth, Bequia, St. Vincent, W.I. WTD 9/5/63.

381 Engineering, Laboratory, Scientific Instruments

■ **BOLIVIA**—Scientific and professional instruments, such as Expirograph, rubber bulbs, stoppers and tubing, Spectrophotometer, bottles, flasks, beakers, funnels, thermometers, pippettes, cylinders, galvanometers, barometer, and residual volume apparatus, 12 each, movie screens, various projectors, lamps, flash guns, enlargers, sound level meter, thermal precipitation, midget impinger, 200 items. Invitation No. MOE-OHP-00012-A-63. PIO/C No. 511-D-51-AI-9-30223. Limited worldwide (901). Bid deadline October 7. Ministry of National Economy, 1492 Camacho Ave., La Paz. Cable, MINECONOMIA, La Paz. Detailed specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., N.W., Washington, D.C., Attn.: Dr. Mario Salcedo. SBC-368.

IRAQ—Laboratory apparatus, scientific instruments other than optical. Direct purchase and agency. Medical and Scientific Supply Co., (importer, wholesaler), National Insurance Co. Bldg., Jamhouriya St., Baghdad. WTD 9/7/63.

■ **JORDAN**—Laboratory equipment, supplies, such as oven, distilling apparatus, balances, transformers, electric heaters, retroatometer, gas apparatus, nitrogen distillation apparatus, desiccators, air pump, 86 items. Invitation No. 64-30. PIO/C No. 278-W-11-AA-7-30105. U.S. source. Bid deadline October 10. Supply Management Office, US AID/Jordan, c/o American Embassy, Amman. Detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-368.

★★ NETHERLANDS—Trade Mission

Wants to represent companies with laboratory equipment for high schools and universities. Phywe Nederland N.V., Bredelaan 5, Bussum. I.R. 372.

Seeks import of electronic thermometers for industrial use. Instrumenten fabriek, Energieweg 11, Roden. I.R. 440.

Company wants to import or manufacture under license for EEC electronic and medical apparatus. Baird Atomic N.V., Hartogstraat 5A, The Haque. I.R. 469.

Company wants to import or manufacture under license instruments for navigation and astronomy, accessories. N.V. Observator, Vasteland 30, Rotterdam. I.R. 447.

Manufacturer wants to import or manufacture under license scientific or electronic instruments. Cenco Instrumenten Mij N.V., Konynenberg 40, Breda. I.R. 472.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Regulating and controlling systems for automatic weighing, mixing. Novotechnik KG., Offterdinger & Co., (importer, manufacturer, exporter, retailer, sales agent), Horbstrasse, Ruit bei Stuttgart. WTD 3/15/63.

★★ NETHERLANDS—Trade Mission

Importer of measuring equipment seeks exclusive agency for Benelux area of measuring equipment such as flow control counters, recorders, tachometers. I.T. van der Vlugt, Runnebeek 7, De Bilt. I.R. 451.

● **VIETNAM**—Water meters of various capacities, 1,550. Tender No. 0976-22083, bid deadline October 9. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: WOrth 7-2312).

383 Optical Instruments, Lenses

● **AUSTRALIA**—Comparator projector, accessories. Schedule No. T V218/10/9, bid deadline October 17. The Secretary, Contract Board, Chancery House, 485 Bourke St., Melbourne, Victoria.★ (Telephone: WOrth 7-2312).

384 Surgical, Medical, Dental Instruments

■ **BOLIVIA**—Mass chest survey units, complete, 2 each; Carryall, 4-wheel drive, 8 cylinders, bph 115, tire size and ply rating 6.50 x 16.6, wheelbase 114 in. Invitation No. MOE-OHP-00012-B-63. PIO/C No. 511-D-51-AI-9-30223. Limited worldwide (901). Bid deadline October 7. Ministry of National Economy, 1492 Camacho Ave., La Paz. Cable, MINECONOMIA, La Paz. Detailed specifications, special instructions, conditions, with bid forms, may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Washington, D.C., Attn: Dr. Mario Salcedo. SBC-368.

IRAQ—Surgical, medical, dental instruments. Direct purchase and agency. Medical and Scientific Supply Co., (importer, wholesaler), National Insurance Co. Bldg., Jamhouriya St., Baghdad. WTD 9/7/63.

★★ NETHERLANDS—Trade Mission

Wants to import disposable hospital supplies. A.C.O. Plastics, Stille Veerkade 22, The Hague. I.R. 471.

NORWAY—Personal safety devices and appliances such as helmets and shields for welding, personal safety hoods, dust masks, gas masks, respirators (except hospital), safety hats, arc welding screens, machinery guards. Leif H. Strom (wholesaler, manufacturer's agent), 16 Dronningensgate, Oslo. WTD 4/8/60.

● **PAKISTAN**—Supply of two mortuary coolers, one incubator. Tender No. S-10/99 (63-64), Bid Deadline October 9. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Telephone: WOrth 7-2939).

● **PAKISTAN**—X-ray equipment, supplies including intensifying screens, cassettes, rubber sheets, viewing boxes, protective gloves, aprons. Tender S-10/80(63-64), bid deadline October 8. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Telephone: WOrth 7-2939).

SPAIN—Flotation belts for use by life guards; to have strong rubber covers and be fitted for inflation by gas cartridges and by mouth. Requests replies in Spanish. Mr. Jeronimo Aizpiri Diaz, Vice Presidente de la Federacion Vizcaina de Salvamento y Socorrismo, (non-profit life-saving organization), Berastegui 3, Bilbao.

SWEDEN—Personal safety equipment such as goggles, helmets, face shields for use by welders. Direct purchase and agency. Gunnar Klingstrand, (manufacturer's agent, wholesaler), Rundradiogatan 19, Vastra Frolunda. WTD 1/29/63.

386 Photographic Equipment

ST. VINCENT—16 mm. movie films on rental: payment in advance for 3 or 4 shipments. Two shipments to be sent at the beginning, successive shipments only as preceding shipment is returned. Films to be shorts suitable for entertaining college and academy youth (comedies, travel, cartoons, history, geography, animal life). Mr. Cecil D. McIntosh, Port Elizabeth, Bequia, St. Vincent, W.I. WTD 9/5/63.

393 Musical Instruments, Parts

ST. VINCENT—Curved or gooseneck soprano saxophones. Mr. Cecil D. McIntosh, Port Elizabeth, Bequia, St. Vincent. WTD 9/5/63.

394 Toys, Amusement, Sporting Goods

NORTHERN IRELAND—Automatic tees and golf ball driving range equipment; requests quotations cif Belfast. Mr. George McDowell, (farmer, golf driving range operator), Mount Ober, Newtownbreda, Belfast. WTD 9/12/63.

ITALY—Toys, sporting goods, gymnastic equipment; requests replies from manufacturers only. Direct purchase and agency. Giuseppe Borel, Import-Export, 95 Piazza Castello, Turin. WTD 8/27/63.

SWITZERLAND—Sports equipment. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

395 Pens, Pencils, Office, Artists' Materials

HONG KONG—Ball-point pens, fountain pens; requests replies from manufacturers only. Tai Chung & Co., (importer, exporter, commission agent), 3 Jervois St., P.O. box 849, Cable "2468" Hong Kong. WTD 8/26/63.

SOUTH AFRICA—Pens, pencils, rules, school supplies. N. Bhoola & Sons, Pty., Ltd., (importing distributor), P.O. box 171, Durban, Natal. WTD 2/14/63.

SWEDEN—Soap-stone crayons, pencils; novelties. Direct purchase and agency. Gunnar Klingstrand, (manufacturer's agent, wholesaler), Rundradiogatan 19, Vastra Frolunda. WTD 1/29/63.

Iraq changes deadline on x-ray unit bids

The Government of Iraq has announced that the deadline for submission of bids on tender No. 25/3 covering six mobile X-ray units and one 70 mm. photo-fluorographic X-ray apparatus, has been extended from September 20 to October 27. (INTERNATIONAL COMMERCE, August 26, p. 46).

Terms and specifications may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, against payment of $5.60 (two Iraq dollars) per copy, plus 80 cents mailing charge.

A review copy is available in the Scientific, Photographic, and Business Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small Arms

SPAIN—Firearms, ammunition for hunting purposes. Tradinter, S.A., (import, export, agency), Zurbaran No. 15, Madrid 4. WTD 8/29/63.

201 Meat Products

BARBADOS—Picnic hams, pickled pork and beef. Federal Agencies, Ltd., 27 & 28 Roebuck St., Bridgetown. WTD 12/4/62.

203 Canning, Preserving Foods

BARBADOS—Large black eye peas; yellow split peas. Federal Agencies, Ltd., 27 & 28 Roebuck St., Bridgetown. WTD 12/4/62.

208 Beverage Industries

SPAIN—Liquors: whisky, beer. Tradinter, S.A., (importer, exporter, agent), Zurbaran No. 15, Madrid 4. WTD 8/29/63.

220 Textile Mill Products

CANADA—Up-to-date well-styled lines of men's suitings, ladies' dress materials in cotton, manmade fiber, rayon fabric. C. Kassab, (manufacturers' agent), Suite 1107, 484 Church St., Toronto 5, Ontario. WTD 3/12/63.

SWITZERLAND—All types of cotton, synthetic fabrics used in the men's, women's clothing industries, drapery fabrics. K.W. Schwarz, (importing agency), 1 St. Petersstrasse, Zurich 22. WTD 4/1/63.

225 Knitwear

SCOTLAND—Knitwear; requests replies from manufacturers only. Gavin B. Macdonald (manufacturers' agent), 142 Queen St., Glasgow, C.1. WTD 9/11/63.

229 Textile Goods

NEW ZEALAND—Glazed and suede kid, in black, colors; patent leathers; plastic, nylon car upholstery materials. Mr. K. E. Leighton, Managing Director, W. Wiggins, Ltd., P.O. Box 262, Wellington. WTD 2/11/63.

230 Apparel

SCOTLAND — Women's, children's wear; requests replies from manufacturers only. Gavin B. Macdonald, (manufacturers' agents to wholesale trade), 142 Queen St., Glasgow, C.1. WTD 9/11/63.

260 Paper Products

HONG KONG—Paper, board: all types. Wing Hing Paper Trading Co., (importer, exporter, commission agent), 603 Bank of East Asia Bldg., P.O. box 13706. Cable, WHPAPER, Hong Kong. WTD 8/28/63.

264 Converted Paper, Paperboard Products

BARBADOS — Bags, grocers variety and wardrobe, from paper or related material. Federal Agencies, Ltd., 27 & 28 Roebuck St., Bridgetown. WTD 12/4/62.

275 Stationery

BELGIUM—Office stationery of all kinds. Rene van Meerendonck, (stationery and office equipment agent), 16 Cronckenroystraat, Edegem, Antwerp. WTD 6/21/63.

280 Chemicals

BELGIUM—Pharmaceutical and chemical products, materials to be processed and conditioned in Belgium. Wolf Schnitzer, (importer, wholesaler), 9 Van den Nestlei, Antwerp. WTD 7/23/63.

281 Industrial Chemicals

BELGIUM—Basic products for pharmaceuticals, laboratories, phytopharmaceuticals; requests replies from manufacturers only. Produits Phar S.A., (manufacturer), 876 chaussee d'Alsemberg, Brussels. WTD 11/16/62.

282 Synthetic Materials

NORWAY—Polyester foam 2.3 mm. and 2.5 mm. thick, 155 cm. wide and 250 m. long, for laminating with textile fabrics used in the garment manufacturing industry, requests replies from manufacturers only. Lars Rollum, (manufacturers' agent), Konvallveien 6, Oslo. WTD 9/6/63.

283 Drugs

BELGIUM—Pharmaceutical, and related products, except vitamins, antibiotics. Ets. R. Van Roy, (agent, general merchandise), 119 Frankrijklei, Antwerp. WTD 6/7/63.

289 Chemical Products

GERMANY—Corrosion inhibitors. Direct purchase and agency. Daniel & Jaeger, 89/2 Rotebuehlstrasse, Stuttgart-W. WTD 4/23/62.

313 Boot, Shoe Cut Stock, Findings

FRANCE — Shoe-findings, leather-grindery, supplies for boot and shoe-manufacturers, including yarns, eyelets, adhesive tape, prefabricated heels, soles, trimmings, other articles; new boot and shoe-specialists; requests replies from manufacturers only. American Supply Corp., 10 Blvd. Antoine-Gautier, (commission merchant, sales and manufacturer's agent), Bordeaux, Gironde. WTD 7/31/63.

321 Flat Glass

NEW ZEALAND—Drawn sheet glass, grey sheet glass, opaque double-roll glass, other specialty items. Philips and Pike, Ltd., Attn: Mr. Jackson. P.O. box 366, Wellington, C.1.

322 Glass, Glassware

NEW ZEALAND—Heat resistant oven glassware; exclusive agency for New Zealand. Amalgamated Dairies, Ltd., (importer), Tasman Bldg., Ansac Ave., Auckland, or P.O. box 865, Auckland. WTD 6/20/62.

324 Cement

BELGIUM—Acid-resistant cements. Wolf Schnitzer, 9 Van den Nestlei, (importer, wholesaler), Antwerp. WTD 7/23/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

ECUADOR—Automotive vehicle brake lining; cif Guayaquil. English, Spanish. Luis A. Cadena, Calle Loja 682, Quito.

GERMANY—Rubber-bonded and/or flexible-bonded grinding and polishing wheel; requests replies from manufacturers only. Artifex Chemische Fabrik Dr. Lohmann & Co., Warnstedtstrasse 59, Hamburg-Stellingen.

Insulation materials, various kinds for the construction industry. Ernst Botz, 14 Walter-Flex-Strasse, 68 Mannheim-Feudenheim. WTD 4/23/62.

SWITZERLAND—Insulating materials suitable for boilers, construction purposes. Ingenieurbüro Dr. J. Rothenberger, Rütistrasse 2, Zurich. WTD 8/20/63.

331 Steel Mill Products

HONG KONG—Tinplate waste and waste waste, 112 lb. and heavier, 4 ft. by 2 ft.; blackplate, same, 4 ft. by 2 ft. and larger, 14/28G; requests replies from manufacturers only. Jardine, Matheson & Co., Ltd., (importer, exporter), Jardine House, P.O. box 70. Cable, JARDINDUS, Hong Kong. WTD 8/29/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

AUSTRALIA—Cables (paper lead) P.I.L.A.-W.S.; M.I.N.D.; (oil filled, gas filled) in all sizes—5kv., 11kv., 33kv., 66kv.; aerial cables, all sizes—aluminum sheath conducted steel bored for overhead transmission; heating cable—mineral sheathed insulated or asbestos for soil, room or building heating—all sizes; multicore telephone cables (underground—all sizes) lead or plastic covered, Australian Cable Co., (wholesaler), 49 Annerley Rd., S. Brisbane, Queensland. WTD 8/27/63.

Mineral-sheathed insulated cables and armoured underground cables in all sizes; submarine cables, lead or plastic covered, all sizes; requests replies from manufacturers only. Australian Cable Co., (wholesaler), 49 Annerley Rd. South Brisbane, Queensland. WTD 8/27/63.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Tools. Mr. J. H. Vincent, Jacent Industries, Pty., Ltd., (importer), 31 Stanley Rd., Epping, N.S.W.

SWEDEN—Hand tools, requests replies from manufacturers only. Ahlstroms Generalagentur, (importer, sales agent), Fack, Enskede 7, (Muskogatan 8, Svedmyra). WTD 4/26/62.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Shock and vibration absorbers, liquid level alarms, non-electric controls, coupling pipe, tubing, filters, fittings, insulation, pipe, tubing regulators, valves. Direct purchase and agency. Daniel & Jaeger, 7000 Stuttgargt-W, Rotebuehlstrasse 89/2. WTD 4/23/62.

344 Fabricated Structural Metal Products

GERMANY—Special roofing materials, all types. Direct purchase. Ernst Botz, 14 Walter-

Flex-Strasse, 68 Mannheim-Feudenheim. WTD 4/23/62.

349 Fabricated Metal Products

SWITZERLAND — Hydraulic/penumatic water-, gas- and steam valves. Exclusive agency. Ingenieurbüro Dr. J. Rothenberger, Rütistrasse 2, Zurich. WTD 8/20/63.

351 Engines, Turbines

IRAN—Gas turbines, mechanical drive; requests replies from manufacturers only. Machinhai Rahsazi Co., Ltd., Vahabzadeh Bldg., 168 Saadi Ave., Tehran, WTD 3/4/63.

352 Farm Machinery

CHILE—Agricultural implements. Sociedad Explotadora de Productos Agricolas, Ltda., (importer), Av. Bulnes 177, Casilla 2029, Santiago. WTD 8/30/63.

353 Construction Machinery

AUSTRALIA—Underground mining locomotives and parts. Mr. J.A. Bull, Managing Director, Greendale Engineering and Cables, Pty., Ltd., (merchant, engineer), 43-51 Nelson St., Annandale, N.S.W. WTD 9/27/61.

Mining machinery, equipment: continuous mining machines; shuttle cars, hydraulic roof supports; long wall mining machinery. Mr. J.A. Bull, Managing Director, Greendale Engineering and Cables, Pty., Ltd., (merchant, engineer), 43-51 Nelson St., Annandale, N.S.W. WTD 9/27/61.

BURMA—Crawler tractor 220/270 bhp with blade and ripper; crawler tractor 120/150 bhp with blade and ripper; rubber tired dozer with blade 200/220 bhp; self-propelled 2 axle 14/15 cu. yd. scrapper; overhead loader 3 cu. yd. bucket capacity, crawler type; requests replies from manufacturers only; interested in new equipment only. Empire Trading Co., (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

354 Metalworking Machinery

AUSTRALIA—Specialized machinery incorporating latest process for treatment, acid descaling of structural steel. Mr. Rob Williams, Sales Manager, Roof and Building Services, Pty., Ltd., (contractor), 16 Garrick Terrace Herston, No. 9, Brisbane, Queensland.

BURMA—Welding set with accessories, interested in new equipment; requests replies from manufacturers only. Empire Trading Co., (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

ECUADOR—Portable, hand-operated riveting machines. Prices cif Guayaquil, Ecuador; requests catalogs and other illustrated literature. English, Spanish. Luis A. Cadena, Calle Loja 682, Quito.

NORWAY—Power-driven hand tools, industrial, pneumatic, electric; riveting machines, screwdrivers, automatic feeding and nailing machines; requests replies from manufacturers only. Gunnar Hagen, 26 Gronland, Oslo, WTD 7/30/63.

355 Special Industry Machinery

AUSTRALIA—Extrusion equipment, injection molding equipment, for plastics industry. Sales International, Australia, Pty., Ltd., (importer, sales agent), Box 4490 G.P.O., Sydney.

THAILAND—Canning, can-washing machinery, fully automatic, 220 v., 50 cycles; requests replies from manufacturers only. Cheuong Heng Lee, Ltd., Partnership, 28 Suriwongse Rd., Bangkok. WTD 4/29/63.

356 General Industrial Machinery

GERMANY—Filters for water, oil, steam, air. Direct purchase and agency. Daniel & Jaeger, 89/2 Rotebuehlstrasse, Stuttgart-W. 4/23/62.

NORWAY—High pressure pumps and equipment for water blasting of ships' hulls. Marine-Teknisk A/S, (manufacturer's agent), Welhavensgate 1, Oslo. WTD 2/4/63.

Pumps and valves for remote control of discharging cargo on board ships on which free flow systems are available; requires complete layout plans for automation. Requests replies from manufacturers only. Marine-Teknisk A/S, (manufacturer's agent), Welhavensgate 1, Oslo. WTD 2/4/63.

PAKISTAN—Pumping sets for water, irrigation, domestic and industrial uses, 220 v. 50 cycles, 440 v. 50 cycles, with diesel, petrol engines; air compressors for industry and auto service stations, range 5 cu. ft. to 600 cu. ft. per min., free air displacement. Requests replies from manufacturers only. The Oriental General Engineering Co., (importer, retailer, wholesaler, manufacturers' agent), 27 Badri Bldg., McLeod Rd., Karachi. WTD 8/27/63.

358 Service Industry Machines

GERMANY—Coin-operated laundry machines, commercial washing machines. Direct purchase and agency. Bode Gmbh & Co. KG, P.O. box 271, 78 Freiburg/Breisgau. WTD 4/23/62.

360 Electrical Machinery, Equipment, Supplies

CANADA—Industrial electronic instruments, controls, such as gauges, counters, recorders; electrical appliances, equipment; requests replies from manufacturers only for products and equipment meeting requirements of Canadian Standards Assn. Agency for Ontario and Quebec. John F. Hogan, (manufacturer's agent), P.O. box 8 or 181 Church Ave., Willowdale, Ontario. WTD 4/1/63.

361 Electric Transmission, Distribution Equipment

AUSTRALIA—Engine testing equipment, measuring devices. Sales International, Australia, Pty., Ltd., (importer, sales agent), Box 4490 G.P.O., Sydney.

362 Electrical Industrial Apparatus

BURMA—Welding set with accessories, interested in new equipment; requests replies from manufacturers only. Empire Trading Co., (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

PAKISTAN—Generating sets, industrial 500 kw., domestic 3 kw., 110-220 v. ac; requests replies from manufacturers only. The Oriental General Engineering Co., (importer, retailer, wholesaler, manufacturers' agent), 27 Badri Bldg., McLeod Rd., Karachi. WTD 8/27/63.

363 Household Appliances

GERMANY—Vacuum cleaners, floor polishing machines, rug sweepers, washing machines. Direct purchase and agency. Bode gmbh & Co. KG, P.O. box 271, 78 Freiburg/Breisgau. WTD 4/23/62.

366 Communication Equipment

SOUTH AFRICA—Harbor, airport electronic equipment. Arex Technical Agencies, (engineers' and manufacturers' agent), P.O. box 1505, Cape Town. WTD 5/29/62.

371 Motor Vehicles, Motor Vehicle Equipment

ECUADOR—Automotive vehicle parts including: Roller bearings, condensors, brakes, spring leaves, ignition points, frames and clamps, cotter keys, screws and nuts in various sizes, truck differentials, washers, lock washers, shafts. c.i.f. Guayaquil. Requests catalogs and other illustrated literature. English, Spanish. Luis A. Cadena, Calle Loja 682, Quito.

372 Aircraft, Parts

BELGIUM—Aeronautical supplies, equipment: capacitors—mica and ceramic; low-high and very high tension, resistors—t.w.w., carbon films, agglomerated carbon—r.c. moulded, electronic tubes, panel meters—measuring instruments. Avi-Elec, S.A., (importer), 7 Blvd. General Jacques, Brussels. WTD 11/9/62.

381 Engineering, Laboratory, Scientific, Research Instruments

SOUTH AFRICA—Marine electronic measuring instruments. Arex Technical Agencies, (engineers' and manufacturers' agent), P.O. box 1505, Cape Town. WTD 5/29/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SWITZERLAND—Measuring and control equipment for water, oil, gas. Ingenieurbüro Dr. J. Rothenberger, Rütistrasse 2, Zurich. WTD 8/20/63.

384 Surgical, Medical, Dental Instruments

BELGIUM—Reviving and rescue apparatus; requests replies from manufacturers only. Produits Phar S.A., (manufacturer), 876 Chaussee d'Alsemberg, Brussels. WTD 11/16/62.

TRINIDAD—All types of dental material. Dr. C. Launcelot Brown, (dental surgeon), 110 Frederick St., Port of Spain. WTD 4/26/63.

395 Pens, Pencils, Office, Artists' Materials

NORWAY—Ball point pens: inexpensive. Requests replies from manufacturers only. Borrehaug & Co., (manufacturer's agent, publishers), 7 Skippergt, Oslo. WTD 8/28/63.

399 Manufacturing Industries

GERMANY—Flatware, gift articles, including advertising articles. Direct purchase and agency. Gebrueder Kuehn, Silber- und Metallwarenfabrik, P.O. box 175, 707 Schwaebisch Gmuend. WTD 9/9/63.

891 Engineering, Architectural Services

IRAQ—Wishes to participate with U.S. engineering firms interested in projects tendered by the Government of Iraq. Nemir A. Kirdar Business Enterprises, (sales agent, contractor), P.O. box 3, Baghdad. WTD 9/5/63.

Wishes to participate with U.S. engineering firms interested in projects tendered by the Government of Iraq. UR Construction Engineers, (consulting engineer), Al-Semin Bldg., Sa'soun St., Baghdad. WTD 8/31/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Major A.F.W. Shaw, representing Industrial Storage Batteries, Pty., Ltd., 137 Francisco St., Belmont, interested in **nickel, cadmium or iron and fuel cells, battery industry; electric can opener and garbage disposal;** also requests technical information. October 6 via New York for two weeks. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, St. Paul, Detroit, Chicago, Philadelphia, Los Angeles.

BRAZIL—Roberto Paes Leme Henry, representing Conexoes de Ferro Foz S.A., Rua Antonio Lobo 82, Sao Paulo, interested in acquiring **equipment for malleable iron and pipe fittings manufacture.** September 5 via New York for six weeks. c/o Albion Malleable Iron Co., Albion, Mich. Itinerary: New York, Albion.

Eurico Gerson, representing Peter Muranyi Industria e Comercio S.A., Rua Sampio Moreira 247, Sao Paulo, interested in discussing license agreement for the **manufacture of tin plate and cardboard containers;** also requests technical information. October 3 via New York for four weeks. c/o Department of Commerce Field Offices in New York, Detroit, Cleveland. Itinerary: New York, Rochester, Detroit, Cleveland.

FRANCE—Henri Guillard, representing Societe Ricard, 4, rue Berthelot, Marseille (B. du R.), interested in **studying the administrative and social sides of a very modern plant producing alcoholic beverages.** Also requests technical information. October 3 via New York for two weeks. c/o Mr. Monzain, Apt. 10G (Le Picasso), 210 E. 58th St., New York, N.Y. Itinerary: New York, Washington, Chicago, Detroit, Philadelphia.

HONG KONG—Mr. Johnson York, representing Johnson York Development Corp., 206 Lai Chi Kok Rd., Kowloon, interested in visiting manufacturers of **earth moving equipment, excavators, shovels, tractors and construction machinery** and wishes to consult with manufacturers. September 24 via San Francisco for one month. c/o Mr. K. C. Loh, 1835-18th Ave., San Francisco, Calif. Itinerary: San Francisco, New York, Chicago.

JAPAN—Yasuyuki Fukushima, Chief, Weight Cargo Section of Nippon Express Co., Ltd., 4 Ote-machi 1-chome, Chiyoda-ku, Tokyo, interested in making **field inspections of weight cargo handling techniques, machines, and tools used at railway stations.** September 21 via Los Angeles for two weeks. c/o Mr. Giichi Hosoi, President, Nippon Express Co., 2 W. 46th St., New York, N.Y. Itinerary: Los Angeles, New York, Washington, Buffalo, Detroit, Chicago, San Francisco.

NETHERLANDS—S.J. van Beek, Firma van Beek & Heijerman, 90 Kromme Nieuwe Gracht, Utrecht, interested in all types of products salable in European hardware stores, such as **hand tools, garden tools, garden and patio furniture.** October 2 via New York for 17 days. c/o John H. Graham, 105 Duane St., New York, N.Y. Itinerary: New York, Cleveland, Saginaw, Chicago.

PHILIPPINES—Mr. H. Dar Santos, General Manager, Reytex, Inc., 307-309 Quezon Blvd. Ext., Quezon City, is interested in meeting U.S. **remnant and textile suppliers, preferably mill representatives, distributors, exporters, graders.** Via New York for one month. c/o Hotel 123, 123 W. 44th St., New York, N.Y.

SIERRA LEONE—T. Choithram Pagarani, representing T. Chothram & Sons, Ltd., 5 Rawdon St., (P.O. box 26), Freetown, interested in **provisions and general merchandise.** October via New York for one month. c/o Washburn Crosby & Co., 156 William St., New York, N.Y. Itinerary: New York.

SINGAPORE—Jimmy H.H. Ho, representing Lian Hock & Co., 22 Foch Rd., Singapore 8, interested in **used machinery and heavy equipment; also phonograph record pressing equipment.** Requests technical information on record pressing. October 9 via New York for 2 to 3 weeks. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Los Angeles.

SWEDEN—Eric Perslow, representing AB Saliconia, Tornavagen 11, Lund, interested in **negotiating licensing arrangements for a new line of manufacture covering a wide range of consumer goods such as lawn mowers, household appliances, products used in and around summer homes, swimming pool apparatus and equipment;** also interested in agencies for vending machines. October 1 via New York for two months. c/o Department of Commerce Field Offices in New York, Chicago, San Francisco, Los Angeles. Itinerary: New York, Atlanta, Chicago, San Francisco, Los Angeles.

URUGUAY—Pablo Schwed, representing Fritz Schwed, Representaciones, Av. 18 de Julio 2333/11—Post Address: Casilla de Correo 504, Montevideo, interested in representing U.S. suppliers of **industrial chemicals and raw materials, materials for the plastic industry, polyethylene, polyestyrene, caustic soda, titanium oxid.** October 6 via New York for two weeks. c/o Venus Pen & Pencil Corp., 50 W. 44th St., New York, N.Y. Itinerary: New York.

UAR extends deadline on substation bids

The Cairo Electricity and Gas Administration United Arab Republic, has announced the extension of the bid deadline for the supply and erection of the Heliopolis, Wadi-Hof, and Ashmoun transformer substations.

The bid closing date has been extended from October 3 to November 18 (See INTERNATIONAL COMMERCE, August 19, p. 21).

A copy of the specifications is available, for review only, in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

Cast iron pipe needed in Greece

The Societe Anonyme Hellenique des Eaux des Villes D'Athenes, Piree et Environs (E.E.Y.), 4 Kolokotroni St., Rm. 51, Athens, Greece, requests tenders on the following sizes and quantities of cast iron pressure pipe: 10,000 lineal meters of each dia., 100 m/m; 150 m/m and 200 m/m.

Pipe must conform with international standards specifications 1951, for cast iron pipe. Pipe will be socket and spigot type with rubber gaskets.

Bids close on October 15, and should be identified as request for tender No. 982.

Complete specifications may be examined in Rm. 4002, Building Materials and Construction Industries Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-3017).

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone WO 7-4674 in Washington.

INDONESIA—Four Indonesian construction projects in various stages of development offer opportunities for U.S. bidders. These projects are as follows:

1) A 16-story department store of reinforced concrete with about 45,000 sq. m. of floor space;
2) A 16-story hotel, also of reinforced concrete. The 85,000 sq. m. structure for which concrete foundation piles are now being driven will have 227 rooms of an average 6 x 10 m. size;
3) The Department of Air Force Office Building of reinforced concrete will be 16 stories high and have 85,000 sq. m. of space.
4) A National Mosque, with 60,000 sq. m. of floor space and having a concrete dome, 45 m. in dia. Specific interest has been reported for equipment for concreting the dome.

Th nationalized firm supervising these projects is interested in obtaining catalogs and price information for the following equipment: air conditioning and lighting equipment; building hardware; sanitary ware; kitchen and laundry equipment and hot water systems.

The company has a continuing interest in construction equipment for building construction including the following: pile drivers, concrete mixers, vibrators, a batching plant, winches, cranes, support material for shelters and scaffolding. The company also expresses a possible interest in used equipment provided it can be properly certified as to condition.

Interested firms may wish to contact, and send catalogs and price information to: Ardi Kara, c/o Ir. Thung Lionq Penq, Djalan Nusantara 39, Djakarta, Indonesia.

Iraqi Government seeks radio teleprinters

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, has issued tender No. 32/63, calling for the supply of two radio teleprinters receiving terminals, operating between 2 and 20 mcs; 10 each page printers; four automatic senders, using 5 unit perforated 11/16 tape; and three tape perforators.

The equipment is for the Directorate General of Civil Aviation, Directorate of Communications, for use at Baghdad Airport.

The bid deadline is October 20.

Terms and specifications may be obtained from the Central Foreign Purchasing Board, Baghdad, Iraq, against payment of ID 1 ($2.80) plus $0.70 to cover air mailing to the U.S.

Copies are available on a short-loan basis to firms located in the U.S. from the Electronics Division, BDSA, Rm. 4117, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4036).

Brazilian industry needs coconut processing plant

Minduco-Mercantil e Industrial do Coco, Ltda., Industry, of Para, Brazil, seeks assistance in the design of an automated processing plant for desicated, shredded coconut and concentrated coconut milk.

The plant should be capable of processing 10,000 coconuts in an eight-hour period including the opening of the inner nut, separating the meat from the shell and brown inner rind, packaging the end product for commercial and individual sales.

Although some machinery will be required, the firm does not propose to purchase machinery in the U.S. unless it is unavailable in Brazil. Machinery would include stainless steel and special equipment not manufactured in Brazil.

While this opportunity is for the complete design of the plant, best prospects for a sale by U.S. firms lie in the supply of machinery capable of automatically separating the coconut meat from the inner shell and rind.

Interested American firms may contact Minduco at s/n Estrada Nova—Caixa Postal 707, Belem, Para, Brazil.

UAR plans construction of two steam boilers

The Ministry of Public Works in Egypt requests bids for the supply and erection of two steam boilers and auxiliary equipment to be installed at the El-Tabbin Power Station.

Each of the two boilers covered by tender No. 13128 is to have a capacity of 55 t/h (121,500 lb/hr) of superheated steam at 450° C. (842° F), and 37 kg/cm² (526 psi.).

Tenders should be submitted to The Director General, Cairo Electricity and Gas Administration, 53, Ave. 26, July, Cario, United Arab Republic, no later than October 15.

A copy of the contract terms and specifications is available on loan to firms in the U.S. from the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

Leads for Importers

Commodities are offered direct unless specified.

208 Beverage Industries

FRANCE—Red and white Bordeaux wines, classified and vintage qualities, in 75-cl. glass bottles. Preferably through well-established agent, on a wholesale basis, for whole of U.S. or sections. Descas Pere & Fils, 5 Quai de Paludate, Bordeaux, Gironde. WTD 7/25/63.

Quality French cognac and pure wine brandies in glass bottles of 75 cl. each, or in wooden casks. Seeks well-established agents and/or distributors for whole U.S., except California. Louis Royer & Cie., Jarnac-Cognac, Charente. WTD 8/28/63.

209 Food Preparations

★★ NETHERLANDS—Trade Mission

Company interested in acting as buying agency for foods in EEC area. E. van der Sandt N.V., P.O. box 1027, Rotterdam. WTD 1/30/63. I.R. 410.

233 Women's, Misses', Juniors' Outerwear

GERMANY—Ladies' coats, suits, dresses made of virgin wool, synthetics, cotton, foam-backed materials. Samples and prospectus material will be sent to U.S. inquirers upon request. Klaus Steilmann, 4 Feldstrasse, 464 Wattenscheid. WTD 7/24/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

★★ NETHERLANDS—Trade Mission

Wants to export hollow core wood, interior doors. Evaco Nederland, Oirschot (N. BR.). WTD 6/18/62. I.R. 439.

249 Wood Products

SWEDEN—Wooden handles for paint brushes; wooden garment hangers; spring mouse traps. Zata Tofflor, Gamleby. WTD 11/19/62.

273 Books

GERMANY—New German language books on catholic theology, medicine, natural science. Requests replies in German. Regensbergsche Buchhandlung Dr. A. Lucas, 1 Alter Steinweg, 44 Muenster/W. WTD 8/20/63.

283 Drugs

GERMANY—Patent medicines, dietary formulas, vitamin formulas, sedatives. Direct and/or agent. Pharmawerk Schmiden GmbH, 7012 Schmiden bei Stuttgart. WTD 3/2/61.

284 Soap, Detergents, Cleaning Preparations, Perfume, Cosmetics

GERMANY—Creams, perfumes, shaving lotions. Direct and/or agent. Pharmawerk Schmiden GmbH. 7012 Schmiden bei Stuttgart.

306 Fabricated Rubber Products

GERMANY—Rubber packings. Arthur Hecker, Asbest- und Gummiwerke KG, 1 Arthur-Hecker-Strasse, Weil im Schoenbuch/Wuertt. WTD 8/12/63.

307 Plastics Products

GERMANY—"Haga" plastic wall covering, interior and exterior use, for every type of surface. Samples will be sent to U.S. inquirers upon request. Carl Lemmen, Postfach 1225, 1 Goerresstrasse, 5 Koeln a. Rh. 1. For prospectus material write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, D.C., 20230. WTD 8/1/63.

SWEDEN—Manufacturer seeks distributor for decorative plastic laminate. Skanska Attikfabriken AB, Perstop. WTD 8/15/63.

328 Cut Stone, Products

PORTUGAL—Marble building stone: pink and white blocks, slabs, splits; black granite slabs, splits. Viuva de Eduardo D. Vida Larga, Pero Pinheiro (Sintra). WTD 8/22/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GERMANY—Asbestos products including clothes, ropes, tapes, brake, clutch linings, brake bands; high pressure packings. Arthur Hecker, Asbest- und Gummiwerke KG, 1 Arthur-Hecker-Strasse, Weil im Schoenbuch/Wuertt. WTD 8/12/63.

342 Cutlery, Hand Tools, General Hardware

★★ NETHERLANDS—Trade Mission

Seeks U.S. importer of marine hardware. Sloten Industrie Nederland, Panningen (L). NICA. I.R. 462.

353 Construction Machinery

GERMANY—MBU-grader G 3 for road construction and maintenance. Direct and/or agent. Maschinenbau Ulm GmbH, P.O. box 632, 7900 Ulm/Donau. For catalog and leaflet write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, D.C., 20230. WTD 4/23/62.

Costa Rica alters deadline for highway project bids

The Government of Costa Rica announces changes in the bid dates for three highway construction projects under the Plan Vial Program.

The bid deadline for the Desamparados-Acosta and the Alajuela-Carrizal projects has been changed to October 4, at 8:00 a.m.

The deadline for the purchase of bid documents for the Radial-Zapote project has been changed to October 25, at 3:00 p.m. The bid deadline has been changed to November 1, at 8:00 a.m.

Bid invitation No. 8482 of the Radial Zapote Highway should be changed to read: Bid Invitation No. 8747. (See INTERNATIONAL COMMERCE, September 16, p. 22).

New Books and Reports

***Planning and Organizing an Export Trade Education Program* (Vocational Div. Bull. No. 302.) U.S. Dept. of Health, Education, and Welfare. GPO. 42pp. 20¢.**

Guide for planning and organizing an export trade education program. Gives detailed curriculum for 12 2-hour sessions covering the need, challenge, and opportunity in expansion of U.S. exports; organizing for export; shipping abroad; financing exports; the role of banks; export transaction; packaging and marking; transportation; and warehousing. Each session outlined for course content, suggestions for presentation, and references. Selective bibliography.

***International Business: Articles and Essays.* Edited by Huxley Madeheim, Edward Mark Mazze and Charles S. Stein. Holt, Rinehart and Winston, New York. July, 1963. 229pp. $2.75.**

A collection of 18 articles and essays specifically aimed at the international businessman. Selections include: Exporting for Profit; Financing and Protecting Foreign Investments; Internationalism—A New Concept for U.S. Business; Do's and Don'ts in Selling Abroad; Five Basic Rules for Success in Developing International Markets; Government and Business in International Trade; and, The Case for Tariffs.

Copies may be obtained from Holt, Rinehart and Winston, Inc., 383 Madison Ave., New York 17, N.Y.

***Investing and Licensing Conditions in 44 Countries. (7th Ed.)* 1963. Business International, 757 Third Ave., New York 17, N.Y. 300pp. $90.**

For 18 European, 13 Asian and African, 10 Latin American countries, Puerto Rico, Canada, and Australia, includes brief discussion of rules of competition, taxes, investment incentives, sources of capital, labor force, and foreign trade. Updates information in previous report on laws and regulations affecting foreign investments and licensing. Includes studies on four additional countries.

***World Economic Survey, 1962 (Part I: The Developing Countries in World Trade.)* 1963. United Nations, Sales Section, New York, N.Y. 120pp. $2.**

Part I of the two-part *World Economic Survey for 1962* reviews trends in world trade and their significance for economic development. Discusses international commodity problems; expansion of markets for exports of manufactures from developing countries; implications of Western European integration for trade of developing countries; trade between developing countries and centrally planned economies; financing for an expansion of international trade.

Algerian Investment Code

A complete English translation of the investment code promulgated by the Government of Algeria on July 26, 1963 is now available. Loan copies may be obtained from the Bureau of International Commerce, Africa Division, Office of International Regional Economics, Washington, D.C. 20230.

***Handbook of Industrial Minerals and Mineral Consumers in India.* By H. R. Dewan, Director, Indian Bureau of Mines, Ministry of Mines and Fuel, Government of India. Published by the Manager of Publications, Delhi, 1963. 221pp. $2.25.**

The publication, which is the first of its type to be issued by the Ministry of Mines and Fuel, furnishes information on the present pattern of consumption of minerals in India; names of consumers; sources of supply; prices; and the estimated demand during the next few years. The handbook also contains typical analyses of the minerals produced in India and the names of the major producers of minerals and ores.

***Innovation: Key to Marketing Progress.* (1963 A.M.A. Conference Proceedings) American Marketing Assn., 230 N. Michigan Ave., Chicago, Ill. 60601. 725pp. $5 per copy to members; $7.50 for nonmembers.**

Contains papers presented during 3-day conference covering sales, advertising, research design, international marketing trends, marketing personnel, sales promotion, industrial marketing, corporate profitability and automation. Covers such industries as agriculture, chemicals, retailing, financial services, utilities, transportation services and products, pharmaceuticals, defense and packaging.

***Port of Baltimore: 1963-64.* Published by the Maryland Port Authority. Baltimore, 1963. 105pp. (plus a 60-page advertising section).**

This illustrated booklet presents prospective exporters with information on the port itself, the city of Baltimore, available transportation, port facilities, port services, port organizations, and related city, state and federal agencies, as well as the latest port charges.

Order from the Maryland Port Authority, Pier 2, Pratt St., Baltimore 2, Maryland.

***The U.S. Balance of Payments in 1968.* Walter S. Salant et al. 1963. The Brookings Institution, 1775 Mass. Ave., NW., Washington, D.C. 298pp. $2.95 (paper); $5 (cloth).**

Appraises outlook for U.S. balance of payments between now and 1968 on the basis of specified assumptions for growth rates and price changes in the U.S. and Western Europe, future levels of foreign assistance and military spending, and other factors influencing the balance of payments. Study is the revised version of a report submitted to Council of Economic Advisers in Jan. 1963.

***Taxation: Foreign Source Income.* (Bull. No. 3871.) 1963. Machinery and Allied Products Institute, 1200 18th St., NW., Washington 6, D.C. 10pp. 25¢.**

Gives full text of Internal Revenue Service final regulations on earned income and pension income relating to services performed abroad by Americans. Briefly explains computation of amount of exclusion; the meaning of "right to receive" earned income; and rules on identifying employer contributions attributable to foreign services.

***A Handbook for Investors.* Published by the Australian Department of Industrial Development and Decentralization. Sydney, Australia. 1963. 183pp.**

A guide for potential investors in Australia, with particular emphasis on New South Wales. The booklet provides data on population; gaps in production; the legal requirements for investing; availability of fuel and power; existing transport services; Australia's financial structure; and the availability of industrial

land, water and sewerage; the country's industrial centers; and current overseas investment in Australia.

Order from the Department of Industrial Development and Decentralisation, Park House, 187-191 Macquarie Street, Sydney, Australia.

***Literature of Executive Management.* Charlotte Georgi, Ed. 1963. Special Libraries Association, 31 E. 10th St., New York, N.Y. 10003. 136pp. $4.25.**

A selected, annotated listing of information sources of value to management personnel prepared for the recent 13th International Management Congress in New York City. Titles relate to: philosophy of management; international aspects of management; management science and technology; management education and development; and history and future of management. Includes approximately 500 listings of books, bibliographies, magazines, journals, and newspapers. Bibliographical details, prices, and an author index are included, as well as a listing of publishers and book dealers in the U.S. and abroad.

***Some Aspects of the Economy of Jamaica.* International Monetary Fund Staff Papers, Vol. X, No. 2, July 1963, 246pp. The Secretary, International Monetary Fund, 19th and "H" Sts., NW., Washington, D.C. Single Copies, $2.50.**

Describes growth of the Jamaican economy, domestic capital formation, wages and prices, the 10-Year Development Program, the banking system, monetary and credit conditions, fiscal prospects, the balance of payments position, trade and exchange controls.

***The National Banking Review: A Journal of Policy and Practice.* Vol. 1, No. 1. Published by the Comptroller of the Currency, U.S. Treasury. September, 1963. 156pp. $1 per copy (Yearly subscription: $4)**

The initial issue of a quarterly banking magazine designed to afford a medium of expression to those who are concerned with public policies in the money and banking field, and with the problems and practices of banking institutions generally. This inaugural issue contains an article on International Growth: Challenge to U.S. Banks.

Subscriptions should be addressed to The Editor, National Banking Review, Office of the Comptroller of the Currency, U.S. Treasury Department, Washington, D.C. 20220.

Alliance reviewed

The Alliance for Progress was called "a bold program" to solve the almost overwhelming economic and social problems of Latin America in a report to businessmen released by the Chamber of Commerce of the U.S.

If successful, the report says, the Alliance would have an impact not only on the nations of Latin America, but on those of Asia and Africa for which it would provide a pattern for solving similar economic and social problems.

The 30-page report is titled "The Alliance for Progress, a Hemispheric Response to a Global Threat."

For a copy, send 50¢ to the Chamber of Commerce of the U.S., 1615 "H" Street, NW., Washington, D.C., 20006. Special rates for bulk orders.

***Analysis of World Tank Ship Fleet December 31, 1962. (21st Ed.)* 1963. Economics Dept., Sun Oil Co., Philadelphia, Pa. 33pp. Single copies free on request.**

Contains world inventory of tank ships. Analyzes Gulf-East Coast tanker charter rates. Statistical tabulations in appendix cover fleet characteristics, ownership, and tankers under construction.

***Directory of Colorado Manufacturers 1963. (8th Ed.)* 1963. Bu. of Business Research, U. of Colorado, Boulder, Colo. 158pp. $7.50.**

Listings include classification of manufacturers by product or activity with address and indication of employment size; alphabetical listing of firms by city, and identification of key personnel in plants employing 100 or more people. Tabular review of industry in Colorado.

***Oklahoma Directory of Manufacturers and Products. (94th Ed.)* 1963. State of Oklahoma, Dept. of Commerce and Industry, 518 Sequoyah Memorial Office Bldg., P.O. Box 3327, Oklahoma City 5, Okla. 315pp. $5.**

Establishments listed alphabetically by firm names; geographically showing affiliation (if any), address, managing official, SIC code and product line, date established, market covered, number of employees; and by standard industrial classification. Product index included.

***Directory of Tennessee Industries 1963. (8th Ed.)* 1963. Executive Office, State of Tennessee, Staff Div. for Industrial Development, Cordell Hull Bldg., Nashville 3, Tenn. 508 pp. $5.**

Alphabetical listing by city of manufacturing and mining companies. Includes information on number of employees, date of establishment, principal products, one company official and purchasing agent (where applicable). Classified register, arranged according to SIC system, shows supplier names and addresses for each commodity, together with product subclassification. Firm name index; subject index.

***Portland Cement Plants U.S., Canada and Mexico.* (Map 33" x 44".) Pit and Quarry Publications, 431 S. Dearborn St., Chicago 5, Ill. $1.25.**

Depicts location of existing producing and distributing portland cement plants in the U.S., Canada, Mexico, and Puerto Rico, plus all plants under construction and expected to be completed by 1964. Also lists alphabetically by city and State, names of plants, giving production capacity and future capacities when available, and indicating plant's process.

***500 Largest Banks in the Free World—December 31, 1962 and 300 Largest Commercial Banks in the U.S.—June 30, 1963.* American Banker, 32 Stone St., New York 4, N.Y. 2pp. 20¢.**

Listing of 500 banks by name, country, deposits (expressed in U.S. dollars) and free world rank Dec. 31, 1962. 265 banks in free world outside the United States by country, size and rank. 300 largest commercial banks in the United States, by name, city, and ranked according to deposits June 30, 1963, including geographical index.

***Crow's Buyer's and Seller's Guide of the Western Lumber and Plywood Industries.* 1963. C. C. Crow Publications, Inc., 115 S.W. 4th Ave., Portland 4, Oreg. 598pp. $48.50.**

Comprehensive register of manufacturers of lumber and allied products in 11 Western States (plus Alaska and Hawaii), and British Columbia. Separate listings for industry subdivisions (such as fir, pine, cedar, plywood, shingle, millwork, and wood preserving plants). Also lists wholesale and commission lumber dealers, plywood jobbers, exporters and prefabricated home manufacturers. Subject index: alphabetical list of company names and roster of associations.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701958/5

Calendar *for international traders*

October

1—Foreign Credit Interchange Bureau "Round Table" Conference. Ben Franklin Hall, Advertising Club, 103 East 35th, **New York, N.Y.**

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

2—Terminal Conference of the U.S. Trade Mission to Denmark and Norway. **San Francisco, Cal.** Sponsor: U.S. Dept. of Commerce's San Francisco Field Office.

2—Businessmen's Consultations and Luncheon with members of U.S. Trade Mission to Belgium at World Trade Club, World Trade Building, **Houston, Texas.** Sponsors: Houston Chamber of Commerce, Houston World Trade Association, and Department of Commerce's Houston Field Office.

2—World Trade and Marketing Conference for Suffolk County, Long Island, at the Town House, **Huntington, Long Island.** Sponsors: Suffolk County Department of Commerce and Industry, New York Regional Export Expansion Council, U.S. Department of Commerce's New York Field Office; New York State Department of Commerce.

3—Foreign Trade Seminar, Foreign Trade Assn. of the Lehigh Valley. **Easton, Pa.**

3—Businessmen's Consultations with members of the U.S. Trade Mission to Denmark, Norway and Sweden. Board Room, Seattle Chamber of Commerce, 215 Columbia Street, **Seattle, Wash.** Sponsor: U.S. Dept. of Commerce's Seattle Field Office.

3—Monthly meeting of Milwaukee World Trade Club at Coach House Inn, **Milwaukee, Wisc.**

3—"Little White House" Export Expansion Conference, **Jacksonville, Fla.** Sponsor: U.S. Dept. of Commerce's Jacksonville Field Office.

3—"Little White House" Export Expansion Conference, **Kansas City, Kan.** Sponsor: U.S. Dept. of Commerce's Kansas City (Mo.) Field Office.

3—"Little White House" Export Expansion Conference, **Minneapolis, Minn.** Sponsor: U.S. Dept. of Commerce's Minneapolis Field Office.

3—Meeting of the Machinery Metals Export Club, Advertising Club of **New York,** 35th and Park Avenues.

7-8—Conference of the Far East-America Council of Commerce and Industry, **New York, N.Y.**

7-9—American Management Assn. Seminar. Astor Hotel, **New York, N.Y.** Topic: Investing and Doing Business With Spain.

8—Mid-America Regional Export Expansion Conference. Lincoln-Douglas Hotel, **Quincy, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Quincy Chamber of Commerce. Speaker: E. E. Schnellbacher, Ass't. Director, Bureau of International Commerce.

8—"Little White House" Export Expansion Conference, **New York, N.Y.** Sponsor: U.S. Dept. of Commerce's New York Field Office.

9—Businessmen's Consultations with members of the U.S. Trade Missions to Sweden, Netherlands and Norway/Denmark, Worcester Area Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Area Chamber of Commerce and U.S. Dept. of Commerce's Boston Field Office.

9—Export Expansion Conference, **Ferndale, Mich.** Sponsors: Ferndale and South Oakland County Chambers of Commerce and U.S. Dept. of Commerce's Detroit Field Office.

9-11—Propeller Club of U.S. Annual Convention and American Merchant Marine Conference. Lord Baltimore Hotel, **Baltimore, Md.**

10—Regular Luncheon Meeting of the International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

10—Export Expansion Conference, Coachman's Inn, **Little Rock, Ark.** Sponsors: Arkansas Chambers of Commerce, REEC and Memphis Field Office. Featured Speakers: Alfred Redway of Eximbank and Matthew Ruddy, Jr. of FCIA.

11—"Little White House" Export Expansion Conference, **Cheyenne, Wyo.** Sponsor: U.S. Dept. of Commerce's Cheyenne Field Office.

14-15—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Norway and Sweden. **St. Louis, Mo.** Sponsors: St. Louis Regional Export Expansion Council and the Chamber of Commerce of Metropolitan St. Louis.

15—Workshop on Steamship Conference and Ocean Freight Rates, **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce's Kansas City Field Office.

15—Luncheon Meeting, International Executive Assn. Hotel Statler Hilton, **New York, N.Y.**

15—Export Expansion Conference, **Williamsport, Pa.** Sponsors: West Branch Manufacturers Assn. and the Philadelphia Regional Export Expansion Council.

15—Dinner Meeting of the Philadelphia Foreign Traders Assn. Sheraton Hotel, **Philadelphia, Pa.**

15—Luncheon Meeting of the Foreign Trade Bureau of the Cedar Rapids Chamber of Commerce. Hotel Roosevelt, **Cedar Rapids, Iowa.**

16—Export Trade Seminar, **Jacksonville, Fla.** First of 8 weekly sessions. Sponsors: U.S. Dept. of Commerce Field Office; Jacksonville Area Chamber of Commerce; and Duval County Board of Public Instruction.

16—International Trade Meeting sponsored by LaFayette Chamber of Commerce, **LaFayette, Ind.**

16—Hudson County Conference on "Profits in Exports." Luncheon at Hotel Plaza, **Jersey City, N.J.** Sponsors: Jersey City and Hoboken Chambers of Commerce, New York Regional Export Expansion Council, Port of New York Authority, and the U.S. Department of Commerce's New York Field Office.

16-17—Export Expansion Conference and Businessmens' Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Norway and Sweden. **Detroit, Mich.** Sponsor: U.S. Dept. of Commerce's Detroit Field Office.

17—"Little White House" Export Expansion Conference, **Richmond, Va.** Sponsor: U.S. Dept. of Commerce's Richmond Field Office.

17—World Trade Club of Detroit monthly meeting. Pick-Fort Shelby Hotel, **Detroit, Mich.**

17-18—Fifteenth Annual Virginia World Trade Conference. Golden Triangle Motor Hotel, **Norfolk, Va.** Speaker: E. E. Schnellbacher, Asst. Director of the Bureau of International Commerce.

19—Bankers' Conference on International Trade, in auditorium of 1st National Bank, **Ft. Worth, Texas.** Sponsors: Department of Commerce's Dallas Field Office and 1st National Bank of Ft. Worth.

21-25—1963 Metals and Materials Show. Cleveland Public Auditorium, **Cleveland, Ohio.** Sponsor: American Society for Metals.

22—International Trade Development Conference at Plankinton House, **Milwaukee, Wis.** Sponsors: International Trade Committee of Milwaukee Association of Commerce and Milwaukee World Trade Club. Co-sponsors: Department of Commerce and Regional Export Expansion Council.

22—Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.** "Port of New Orleans" night.

22—Conference on Exports at Xavier University, **New Orleans, La.** 7:30 to 10 p.m. Sponsors: Xavier University, Regional Export Expansion Council and U.S. Dept. of Commerce's New Orleans Field Office.

24-25—Fall Meeting of the Western International Trade Group. **San Francisco, Cal.** Speakers: Eugene Braderman, Director of the Bureau of International Commerce, and Daniel L. Goldy, Administrator of the Business and Defense Services Administration.

24—Export Expansion Conference, **Atlantic City, N.J.** Sponsors: Atlantic City Chamber of Commerce, South Jersey Manufacturers Assn. and the Philadelphia Regional Export Expansion Council.

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